

Purchasing Week

MCGRAW-HILL'S NATIONAL NEWSPAPER OF PURCHASING

| | |
|-----------------------------------|----|
| Price Perspective | 2 |
| Washington Perspective | 4 |
| Purchasing Week Asks You..... | 11 |
| New Products | 16 |
| Foreign Perspective | 19 |
| Profitable Reading for P.A.'s.... | 19 |

Vol. 1 No. 47

New York, N. Y., November 24, 1958

\$6 A YEAR U. S.
AND CANADA

\$25 A YEAR
FOREIGN

Purchasing Downgraded; Missiles Plan Suffers

Canco Tag Cut May Dip Prices In Industry

New York—Metal can price reductions announced by American Can Co. are expected to result in lower prices throughout the entire can-making industry.

William C. Stolk, Canco president, said the reductions and additional "unprecedented" changes in pricing policies, to be effective Jan. 1, were made possible by "substantial economies" achieved through the firm's new coil processing system of can production.

He said the move will reflect "a \$9 million saving for our can-using customers." And because of intense competition in the industry, other can makers were expected to follow suit. Continental Can Co. stated almost immediately that it intends to "remain competitive."

Major changes in what Stolk described as "long standing pricing practices" will be elimination of the method of averaging can prices over broad geographic areas in favor of a separate f.o.b. price at each plant for each type and style of can.

The Canco president also stated the company will "hold the line" on price reductions until Oct. 1, 1959, "except for adjustments that may be necessary to reflect any increases the steel companies might make in their tin plate prices."

(Continued on page 22)



"DELTRIN," acetal plastic resin, is tested to determine resistance to heat and friction. Made by DuPont, it will be marketed in 1959.

National Plastics Exposition Used To Kick Off New Selling Campaign

Court Rules 'No' On Steel Merger

New York—Bethlehem Steel Corp. and Youngstown Sheet and Tube Co. have lost a big round in their three-year court battle to merge.

In an 88-page opinion, U.S. District Court Judge Edward Weinfeld last week banned consolidation of the two firms into one steel company with assets

(Continued on page 21)

Chicago—The chemical industry utilized the colorful National Plastics Exposition here last week to kick off a new campaign to sell plastics still harder.

Heckled by price-depressing over-capacity in most major plastics, particularly polyethylene and vinyl, producers at the show told PURCHASING WEEK it will be at least 1961 before present production limits can be absorbed by expanding markets. And with multi-million pound plants for the newer polypropylene in the works, the scramble for market outlets is likely to intensify.

While present over-capacity stems from producers' eagerness to take up new plastics and get a foothold in the market, the industry remains hard at work developing new plastics and new

(Continued on page 21)

Report of Air Force Inspector General Condemns Both His Service and Contractors

Washington—The nation's ballistic missile program suffered because management downgraded the purchasing function, a long secret Air Force report contends.

The report, wheedled out of the Air Force by Congressional investigators, takes some hard knocks at purchasing operations of major ballistic missile contractors.

A much-edited summary of the report last week criticized contractors for failing to give purchasing "sufficient status" on a par with manufacturing and engineering operations. It said faulty procurement practices resulted from the failure.

Without being specific, the report charged a long list of deficiencies marred the buying procedures of several firms. It also hit at Air Force procurement for slipping up in providing adequate guidance to some contractors.

Written by the Air Force's inspector general, the report stems from a broad inquiry started a year ago into management of the ballistic missile program.

Companies singled out for so-called "deficiencies in purchasing" were Martin, prime contractor on the Titan ICBM; Convair, prime on the Atlas ICBM; and

(Continued on page 22)

'Only One Side' Convair V.P. Says

San Francisco—A high official of one of the missile contractors named in the Air Force report on missile purchasing terms the criticism unfair because "it told only one side of the story."

J. R. Dempsey, vice president of Convair and manager of Convair-Astronautics, said the Air Force inspector general's comments singled out companies by name in criticism but did not identify firms praised in the report. He identified Convair-Astronautics as the firm mentioned in a paragraph which said "one large airframe manufacturer reduced its work week to 40 hr."

(Continued on page 22)

World Commodity Prices Scrutinized at Parley

New York—World commodity prices, as influenced by the United States, came in for a substantial measure of attention at the big foreign trade parley here last week.

Speakers from foreign nations told the more than 2,000 U.S. businessmen assembled for the

(Continued on page 22)

Output Hits Jobs, A.F.L.-C.I.O. Says

Washington — The A.F.L.-C.I.O. is voicing alarm at the prospect that productivity will continue rising sharply into next year and thus hold down employment.

The A.F.L.-C.I.O. last week called for a reduction of prices and higher wages to increase consumer buying power and consumer sales. It also urged stronger government action to provide aid for economically distressed areas, broadening of unemployment compensation pro-

(Continued on page 22)

This Week's

Purchasing Perspective

NOV. 24-30

The late fall flurry of strikes is a union show of muscle likely to carry over into 1959. But both management and labor are prepping for hard-headed showdowns in crucial contract negotiations ahead.

Labor now counts two major factors in its favor—an improving economy and sympathetic political backing. The recession softened union demands most of this year; but picket-line confidence already is surging back. Politically, unions boast they supported 25 of the Senate winners and 70% of the new House of representatives.

Whether organized labor gets its way in the new Congress remains to be seen. Despite the elections results, the climate is not such, as yet, to make it beholden to the unions.

Nevertheless, the unions will press some hefty legislative demands. One already proposed concerns federal action to hold down prices. It urges establishment of a federal agency to review proposed price increases on manufactured goods. The A.F.L.-C.I.O. says such an agency need not have power to prohibit price increases; but the labor hope is that attendant publicity might cause manufacturers to moderate price demands.

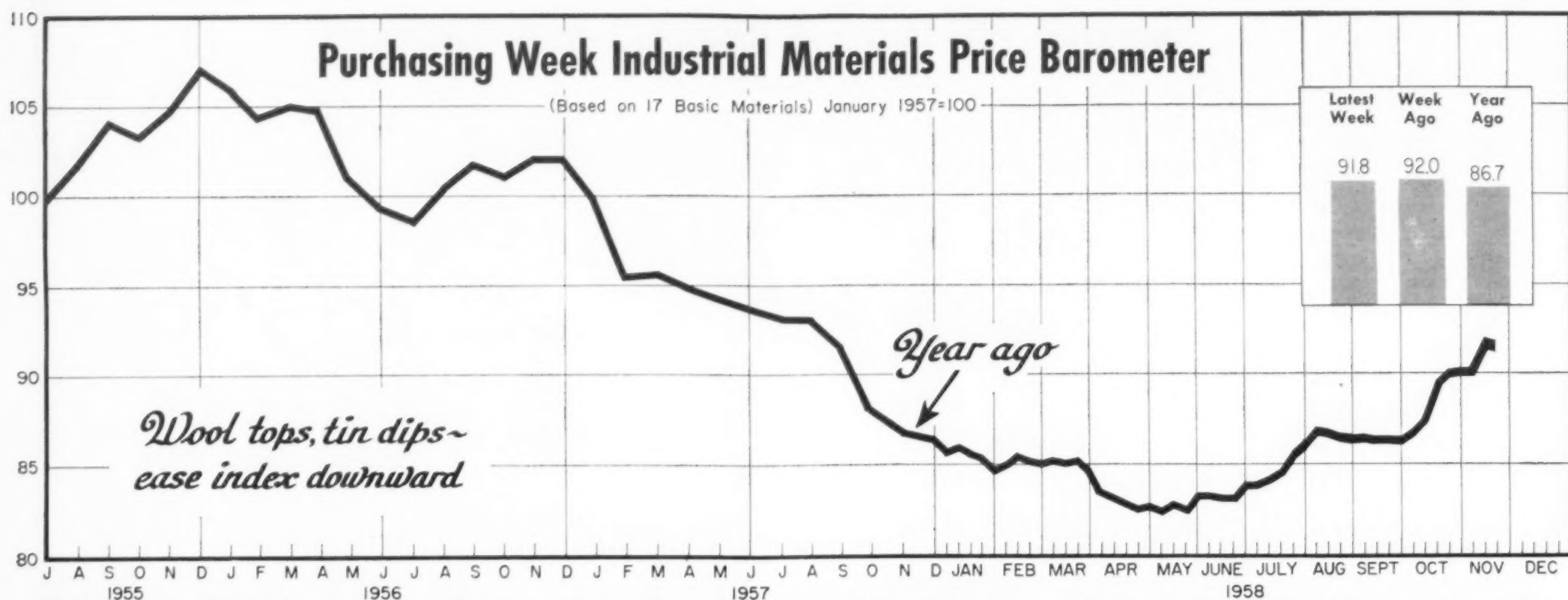
Other union-backed legislative proposals include:

(Continued on page 22)



PURCHASING PANEL at ninth annual conference of American Standards Association included: seated, Thomas Griffin, Worthington Corp.; Chairman W. H. Old, Babcock & Wilcox; and P. P. Hearney, De Jur

Amsco. Standing, Alfred Gastler, Consolidated Edison; and F. B. Hudson, American Cyanamid. Phillip Kron, Eastman Kodak, who organized panel is at top right. See Standards story on page 21.



This index was designed by the McGraw-Hill Department of Economics to serve as an overall sensitive barometer of movements in industrial raw

material prices. The index is not intended to give price movements of specific commodities. The items used are important only in that, together, they re-

fect the current general market trend in sensitive industrials. Weekly prices for most of the items covered are published in "Commodity Prices" below.

This Week's

Price Perspective

NOVEMBER 24-30

How many times have you heard a supplier say, "we don't want to raise prices, but soaring costs give us little alternative"?

Chances are you'll be hearing this argument again and again in the next few months as business continues to pick up.

But it might be a good idea to question it. Reason: **For the first time in years, average unit costs are showing signs of levelling off.**

With these costs now stabilizing, the cost-price squeeze is eased—and one of the most potent forces for price boosts is removed.

Reasons for the new, lower cost pattern aren't too hard to find:

- **Labor**—Union wage pressure is relatively moderate.
- **Raw materials**—Costs are still low when compared to 1955-56.
- **Automation**—New cost-cutting automated equipment, built during the 1955-57 capital boom, is finally beginning to pay off.
- **Productivity**—Output per man hour is displaying its usual tendency to rise as business recovers from a recession.
- **Output**—Rising production tends to spread fixed overhead costs over a larger number of units, thereby reducing unit costs.

Wage costs are perhaps the key factor in this new trend.

Recent lessening of union pressure is more than talk. Just look at current government wage rate statistics.

In 1955-56-57, the average hourly rate for industrial workers rose at about 5% per year. So far this year the boost has been only about 3%.

Based on recent wage settlements this pattern will continue into '59.

The turning point may be mid-year when new steel negotiations could mark the beginning of a more intensive labor effort to boost wages.

Only then, when the economy is back close to all time peaks (see page 3), will labor be in a strong bargaining position.

Productivity is another basic point to examine when weighing costs.

Indications are that there has been a recent jump in output per man hour to over 3% a year. To be sure these are preliminary and rough calculations, but they're supported by the historic record.

Productivity always rises in a recovery period. It happened in 1949-50, and it happened again in 1953-54.

Actually there's no mystery about it. Recovery periods are usually marked with more than ample capacity. It permits firms to use the best, most efficient machinery.

Also you can be a bit more choosy with labor, using more efficient personnel to run your factories.

These productivity measures slide into proper perspective when placed next to hourly wage rates.

With pay per hour going up 3%, and output per man hour going up more than 3%, unit labor costs may actually be easing after recent rises.

Say, for example, that last year you paid each employee \$3 per hour to turn out one unit of product. Your cost per unit then was \$3.

Further assume that this year labor costs went up 3% and productivity up 4%. Your hourly wage cost is \$3.09. But you're now turning out 1.04 units per hour. Your cost per unit then is \$2.97 (\$3.09 ÷ 1.04).

Don't underestimate this. When productivity rises faster than wages, the upward force of cost-push inflation is largely dissipated.

This Week's Commodity Prices

| | Nov. 19 | Nov. 12 | Year Ago | % Yrly Change |
|--|---------|---------|----------|---------------|
| METALS | | | | |
| Pig iron, Bessemer, Pitts., gross ton | 67.00 | 67.00 | 67.00 | 0 |
| Pig iron, basic, valley, gross ton | 66.00 | 66.00 | 66.00 | 0 |
| Steel, billets, Pitts., net ton | 80.00 | 80.00 | 77.50 | + 3.2 |
| Steel, structural shapes, Pitts., cwt | 5.50 | 5.50 | 5.275 | + 4.3 |
| Steel, structural shapes, Los Angeles, cwt | 6.20 | 6.20 | 5.975 | + 3.8 |
| Steel, bars, del., Phila., cwt | 5.975 | 5.975 | 5.725 | + 4.4 |
| Steel, bars, Pitts., cwt | 5.675 | 5.675 | 5.425 | + 4.6 |
| Steel, plates, Chicago, cwt | 5.30 | 5.30 | 5.10 | + 3.9 |
| Steel scrap, #1 heavy, del. Pitts., gross ton | 44.50 | 44.50 | 32.50 | +36.9 |
| Steel scrap, #1 heavy, del. Cleve., gross ton | 40.00 | 40.00 | 28.50 | +40.4 |
| Steel scrap, #1 heavy, del. Chicago, gross ton | 42.50 | 42.50 | 32.50 | +30.8 |
| Aluminum, pig, lb | .247 | .247 | .26 | - 5.0 |
| Secondary aluminum, #380 lb | .218 | .218 | .215 | + 1.4 |
| Copper, electrolytic, wire bars, refinery, lb | .287 | .286 | .266 | + 7.9 |
| Copper scrap, #2, smelters price, lb | .24 | .245 | .198 | +21.2 |
| Lead, common, N.Y., lb | .13 | .13 | .135 | - 3.7 |
| Nickel, electrolytic, producers, lb | .74 | .74 | .74 | 0 |
| Nickel, electrolytic, dealers, lb | .74 | .74 | .70 | + 5.7 |
| Tin, Straits N.Y., lb | .995 | .993 | .891 | +11.7 |
| Zinc Prime West, East St. Louis, lb | .115 | .115 | .10 | +15.0 |
| FUELS | | | | |
| Fuel oil #6 or Bunker C, Gulf, bbl | 2.00 | 2.00 | 2.55 | -21.6 |
| Fuel oil #6 or Bunker C, N.Y. barge, bbl | 2.37 | 2.37 | 2.95 | -19.7 |
| Heavy fuel, PS 400, Los Angeles, rack, bbl | 2.15 | 2.15 | 2.85 | -24.6 |
| LP-Gas, Propane, Okla. tank cars, gal | .05 | .05 | .045 | +11.1 |
| Gasoline, 91 oct. reg. Chicago, tank car, gal | .113 | .113 | .123 | -11.7 |
| Gasoline, 84 oct. reg. Los Angeles, rack, gal | .113 | .113 | .126 | -10.3 |
| Coal, bituminous, slack, ton | 5.75 | 5.75 | 6.05 | - 5.0 |
| Coke, Connellsville, furnace, ton | 15.25 | 15.25 | 15.25 | 0 |
| CHEMICALS | | | | |
| Ammonia, anhydrous, refrigeration, tanks, ton | 86.50 | 86.50 | 86.50 | 0 |
| Benzene, petroleum, tanks, Houston, gal | .31 | .31 | .36 | -13.9 |
| Caustic soda, 76% solid, drums, carlots, cwt | 4.80 | 4.80 | 4.30 | +11.6 |
| Coconut, oil, inedible, crude, tanks, N.Y. lb | .195 | .178 | .14 | +39.3 |
| Glycerine, synthetic, tanks, lb | .278 | .278 | .28 | - .7 |
| Linseed oil, raw, in drums, carlots, lb | .165 | .165 | .186 | -11.3 |
| Phthalic anhydride, tanks, lb | .205 | .205 | .205 | 0 |
| Polyethylene resin, high pressure molding, carlots, lb | .325 | .325 | .35 | - 7.2 |
| Rosin, W.G. grade, carlots, f.o.b. N.Y. cwt | 9.60 | 9.60 | 9.05 | + 6.1 |
| Shellac, T.N., N.Y. lb | .31 | .31 | .34 | - 8.8 |
| Soda ash, 58%, light, carlots, cwt | 1.55 | 1.55 | 1.55 | 0 |
| Sulfur, crude, bulk, long ton | 23.50 | 23.50 | 23.50 | 0 |
| Sulfuric acid, 66° commercial, tanks, ton | 22.35 | 22.35 | 22.35 | 0 |
| Tallow, inedible, fancy, tank cars, N.Y. lb | .083 | .083 | .089 | - 6.7 |
| Titanium dioxide, anatase, reg. carlots lb | .255 | .255 | .255 | 0 |
| PAPER | | | | |
| Book paper, A grade, Eng finish, Untrimmed, carlots, CWT | 17.00 | 17.00 | 17.00 | 0 |
| Bond paper, #1 sulfite, water marked, 20 lb carton lots, CWT | 24.20 | 24.20 | 24.20 | 0 |
| Chipboard, del. N.Y., carlots, ton | 100.00 | 100.00 | 100.00 | 0 |
| Wrapping paper, std. Kraft, basis wt. 50 lb rolls | 9.00 | 9.00 | 9.50 | - 5.3 |
| Gummed sealing tape, #2, 60 lb basis, 600 ft bundle | 6.40 | 6.40 | 6.40 | 0 |
| Old corrugated boxes, dealers, Chicago, ton | 25.26 | 25.26 | 17.00 | +48.6 |
| BUILDING MATERIALS | | | | |
| Brick, del. N.Y., 1000 | 41.25 | 41.25 | 41.25 | 0 |
| Cement, Portland, bulk, del. N.Y., bbl | 4.14 | 4.14 | 4.42 | - 6.3 |
| Glass, window, single B, 40" Bracket, box | 7.90 | 7.00 | 7.09 | +11.4 |
| Southern pine lumber, 2x4, s4s, trucklots, fob N.Y. | 120.00 | 120.00 | 114.00 | + 5.3 |
| Douglas fir lumber, 2x4, s4s, carlots, fob Chicago | 129.00 | 129.00 | 114.00 | +13.7 |
| TEXTILES | | | | |
| Burlap, 10 oz, 40", 100 yd | 10.95 | 10.85 | 10.80 | + 1.4 |
| Cotton, middling, 1", N.Y., lb | .362 | .364 | .366 | - 1.1 |
| Printcloth, 39", 80x80, N.Y., spot, yd | .180 | .177 | .177 | + 1.7 |
| Rayon, satin, acetate, N.Y., yd | .268 | .268 | .305 | -12.1 |
| Wool tops, N.Y. lb | 1.51 | 1.525 | 1.670 | - 9.6 |
| HIDES AND RUBBER | | | | |
| Hides, cow, light native, packers, lb | .21 | .18 | .135 | +55.6 |
| Rubber, #1 std ribbed smoked sheets, lb | .324 | .328 | .281 | +15.3 |

Durable Goods Index Indicates Economy Moving Out of Recession

Washington—As the nation's economy continues to pace its way out of the recent recession, purchasing executives continue to watch the Federal Reserve Board's Index of Industrial Production. For the generally upward trend in this vital index foretells a continuation of the current active buying rate.

The all important durable goods section of this index hit 145 in September (seasonally adjusted, 1947-49=100) and remained at that level in October. That's 10.7% above the recession low of 131 in April, 1958, but still 7.1% below the year-ago level (see chart above right). It means that the durable goods sector of the economy has recovered more than half the recent drop.

Auto Work Stoppages Blamed

The only factor that kept the index from rising again in October was continued work stoppages in the auto industry. All indications point to a significant rise for November during which auto production is expected to double the October total. The October auto production index figure was 67 as compared with the year-ago level of 143 (approximately the figure which Detroit expects to reach this month).

The pace of the durable goods production recovery over the past six months provides the clue for the future trend in hard goods output. P. W. economists estimate the resumption of a steady but slow rise in the durable goods index through the first quarter of 1959. Led by automobiles, steel, and to some extent appliances and machinery, hard goods output should hit 158 by the end of the first quarter of next year.

It is interesting to note how closely the current cycle we are concluding conforms to the pattern set in the '53-54' recession.

We started the current downturn some 8-9 index points above the start of the previous recession in early 1953. And now in the recovery part of the cycle we are approximately the same number of points above the earlier dip.

Clues to Future Movement

The fact that these two recessionary patterns follow each other so closely provides some clues to future movements. Consider, for example, what happens if current recovery through the beginning of next year continues along the pattern established early in 1955. It means total hard goods production should average out at about 156 during the first-quarter of 1959.

The projection of this level has some important implications for P.A.'s. Your buying will have to provide the raw materials as well as equipment and maintenance items to support this expected increase in output.

Looked at from a buying angle, average purchasing activity for the first quarter of next year will be up some 13% from the similar 1958 period.

Another question in which most P.A.'s are interested is: When will we hit new peaks? Again some hint may come from studying the past recession.

Then it wasn't until a year or so after the low point was hit

that a new production record was set. If we extrapolate the same pattern for the current situation, we should be setting new peaks by next summer or early fall.

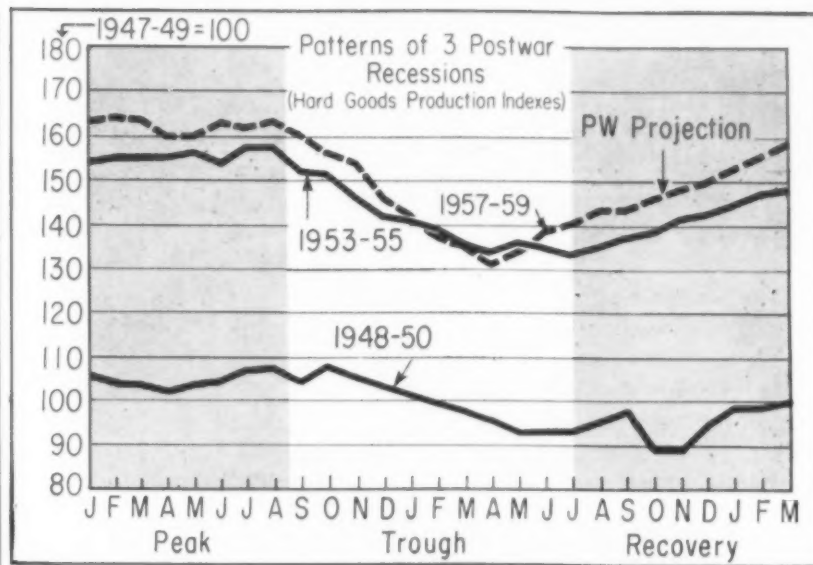
Of course, no two recessions are alike. And the fact that we won't have a strong plant and equipment cushion this time may delay full recovery.

The table at right can aid you in evaluating how far we have come on the recovery path. The April 1957 low point is com-

pared with the latest level for various components of output.

Industrial Production Totals

| | (1947-49 = 100) | | % Change |
|-------------------|-----------------|------------|----------|
| | Oct. 1958 | April 1958 | |
| Total | 138 | 126 | +9.5 |
| Manufacturers | | | |
| Durable | 145 | 131 | +10.7 |
| Nondurable | 134 | 125 | +7.2 |
| Minerals | 121 | 109 | +11.0 |
| Consumer durables | | | |
| Major consum. | 105 | 97 | +8.2 |
| dur. | 102 | 94 | +8.5 |
| Autos | 67 | 81 | -17.3 |



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Washington Perspective

NOV. 24-30

The government's economic forecasters foresee a steady—if not spectacular—advance in business for the coming months.

They see: profits and wages continuing to rise; a shift from inventory liquidation to accumulation; inflation, though latent, probably reined in for the next year; construction scoring record gains; non-durable goods sales moving up; and farmers the only economic group headed for a real setback.

All this comes from last week's "Agricultural Outlook Conference" which each year brings together outstanding government and private economists for an on-the-record look at business activity for the year ahead.

But inside this general pattern, there were some real differences as to what the future holds—on such key areas as the outlook for durable goods sales, particularly autos; business spending for plant and equipment; the effect on business of the stock market speculation; and unemployment.

Louis Paradiso, of the Commerce Department was the most conservative—looking for a definite slow-down early next year. Paradiso figures Gross National Product will hit a rate of \$470 billion by the end of 1959.

Most optimistic was William Butler of the Chase National Bank who sees almost a full-size boom by the end of 1959—with G.N.P. hitting around \$493 billion.

Business will be paying close attention to the Federal Reserve Board's new surveys of consumer buying plans.

The surveys for the time being would be confined to quarterly outlooks for durable goods sales, but hopes are to expand it to all fields of consumer buying when perfected.

Purchasing agents would find it useful as a guide to their own buying plans, especially those in manufacturing industries. A cut-back by consumers would produce a slowdown in production and business buying; a pickup in retail sales would have the opposite effect.

The surveys would give a good indication of how consumers expect to spend their money in the immediate future.

This would give P.A.'s enough time to reassess their own buying requirements. In any business, it is the short-term outlook that is of the most immediate importance. But it is precisely in this area that adequate forecasting techniques are not available.

President Eisenhower's council of economic advisers ordered the Federal Reserve Board to make the new consumer survey.

Census Bureau will do the polling. Starting in January, the Bureau will interview consumers every three months at the same time that it makes its regular employment poll. A total of 18,000 households will be questioned, by far the largest sample ever made in this area. It has already pre-tested the program in Chicago.

Consumers will be questioned for now about four durables—autos, TV sets, refrigerators and washing machines. Officials say these items are most sensitive to economic change.

A tougher code of conduct for the Interstate Commerce Commission and other federal regulatory agencies and the businessmen they regulate is in the making. Attorney General William Rogers wants the agencies and the courts to apply these rules:

- A businessman who makes any effort to contact or influence agency officials on the merits of a pending case outside what shows on the public record loses his right to win. The doors of the agency should be closed to him.

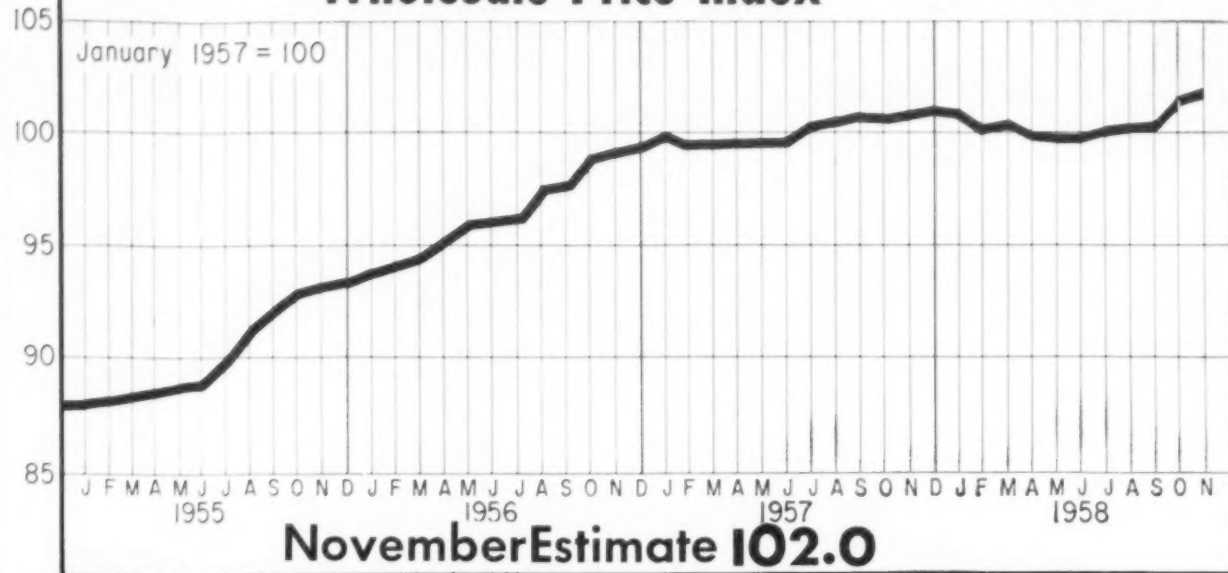
- A commissioner who receives any "off-the-record" contacts or arguments on the merits of a pending case must spread them on the public record. If he fails to do so, his participation in the case makes the agency's final ruling null and void.

Weekly Production Records

| | Latest Week | Week Ago | Year Ago |
|--|-------------|----------|----------|
| Steel ingot, thous tons | 2,005 | 2,011* | 1,945 |
| Autos, units | 118,915 | 125,279 | 141,904 |
| Trucks, units | 23,250 | 24,838* | 22,666 |
| Crude runs, thous bbl, daily aver | 7,755 | 7,686 | 7,797 |
| Distillate fuel oil, thous bbl | 12,798 | 12,352 | 12,074 |
| Residual fuel oil, thous bbl | 6,744 | 6,849 | 7,618 |
| Gasoline, thous bbl | 28,095 | 27,654 | 26,853 |
| Petroleum refineries operating rate, % | 80.8 | 82.3 | 85.9 |
| Container board, thous tons | 162,093 | 162,964* | 159,013 |
| Boxboard, thous tons | 151,716 | 148,232 | 131,252 |
| Paper operating rate, % | 88.3 | 91.1* | 91.1 |
| Lumber, thous of board ft | 242,235 | 252,903 | 220,564 |
| Bituminous coal, daily aver thous tons | 1,422 | 1,423* | 1,587 |
| Electric power, million kilowatt hours | 12,378 | 12,311 | 11,953 |
| Eng const awards, mill \$ Eng News-Rec | 243.0 | 374.3 | 332.3 |

*Revised

Purchasing Week's Wholesale Price Index



STABLE TO FIRING TREND continued through October—with PURCHASING WEEK'S industrial wholesale price index inching up fractionally. Significant monthly

increases were recorded in leather, organic chemicals, lumber millwork, nonferrous mill shapes, small cutting tools, and valves and fittings.

Personal Income Drops In October After Climb

Washington—Work stoppages—particularly in the automotive field—pushed personal income down in October for the first time in eight months. But with most factories again operating, November totals should again resume their upward climb.

The October drop in manufacturing wages and salaries was a significant \$900 million at a seasonally adjusted annual rate. Transfer payments also declined by \$100 million reflecting lower outlays under the unemployment benefit program.

These declines were partially offset by gains in most other categories (see details below).

Personal Income (Billions of \$)

| | 1958 Sept. | 1958 Oct. |
|---------------------------|------------|-----------|
| Total | \$357.8 | \$357.5 |
| Wages and salaries | 239.4 | 238.6 |
| Manufacturing | 98.4 | 97.5 |
| Distribution | 63.6 | 63.7 |
| Service | 33.9 | 33.9 |
| Government | 43.5 | 43.6 |
| Other labor income | 9.2 | 9.2 |
| Proprietors and rents | 57.0 | 57.4 |
| Interest and dividends | 31.9 | 32.0 |
| Transfer payments | 27.0 | 26.9 |
| Less Soc. Secur. contrib. | 6.8 | 6.7 |
| Total non-agricultural | 340.9 | 340.5 |
| Total agricultural | 16.9 | 17.0 |

* Seasonally adjusted annual rates

Radio T.V. P.A.'s Honor Avery's Work

New York—Charles Avery, P.A. for United Scientific Labs, Inc., was named "P.A. of the Month" by the Purchasing Agents of Radio, T.V. and Electronics Industries.

Avery, 31, already has 16 years experience in the field. He advanced his education through evening courses, stressing electrical engineering. During his studies, Avery attained the distinction of "Honor Science Student."

This Month's Industrial Wholesale Price Indexes

| Item | Oct. 1958 | Sept. 1958 | Oct. 1957 | % Yrly Change |
|--|-----------|------------|-----------|---------------|
| Cotton Broadwoven Goods..... | 94.2 | 94.2 | 96.6 | - 2.5 |
| Manmade Fiber Textiles..... | 97.0 | 97.1 | 100.2 | - 3.2 |
| Leather | 105.2 | 103.5 | 103.4 | + 1.7 |
| Gasoline | 96.4 | 98.6 | 101.2 | - 4.7 |
| Residual Fuel Oils..... | 71.8 | 78.7 | 93.7 | -22.5 |
| Raw Stock Lubricating Oils..... | 96.7 | 96.7 | 106.7 | - 9.4 |
| Inorganic Chemicals | 101.9 | 101.5 | 100.7 | + 1.2 |
| Organic Chemicals | 99.3 | 98.4 | 100.0 | - .7 |
| Prepared Paint | 103.3 | 103.3 | 103.2 | + .1 |
| Tires & Tubes..... | 102.5 | 102.5 | 103.2 | - .7 |
| Rubber Belts & Belting..... | 99.4 | 99.4 | 100.1 | - .7 |
| Lumber Millwork | 101.4 | 99.1 | 99.7 | + 1.7 |
| Paperboard | 100.0 | 100.2 | 100.3 | - .3 |
| Paper Boxes & Shipping Containers | 101.9 | 101.9 | 100.8 | + 1.1 |
| Paper Office Supplies..... | 101.2 | 101.2 | 101.2 | 0 |
| Finished Steel Products..... | 109.1 | 109.1 | 106.2 | + 2.7 |
| Foundry & Forge Shop Products... | 105.8 | 105.7 | 105.2 | + .6 |
| Non Ferrous Mill Shapes..... | 91.9 | 91.0 | 92.5 | - .6 |
| Wire & Cable..... | 86.9 | 86.5 | 86.9 | 0 |
| Metal Containers | 106.0 | 105.8 | 103.8 | + 2.1 |
| Hand Tools | 107.6 | 107.6 | 104.5 | + 3.0 |
| Boilers, Tanks & Sheet Metal Products | 98.9 | 98.5 | 99.3 | - .4 |
| Bolts, Nuts, etc. | 108.6 | 109.2 | 109.8 | - 1.1 |
| Power Driven Hand Tools..... | 103.7 | 103.5 | 103.3 | + .4 |
| Small Cutting Tools..... | 104.0 | 101.6 | 107.1 | - 2.9 |
| Precision Measuring Tools..... | 106.1 | 106.1 | 105.3 | + .8 |
| Pumps & Compressors..... | 104.9 | 104.8 | 102.5 | + 2.3 |
| Industrial Furnaces & Ovens..... | 112.4 | 112.4 | 108.1 | + 4.0 |
| Industrial Material Handling Equipment | 103.2 | 103.1 | 103.1 | + .1 |
| Industrial Scales | 104.8 | 104.8 | 104.8 | 0 |
| Fans & Blowers..... | 103.2 | 103.2 | 100.2 | + 3.2 |
| Office & Store Machines & Equipment | 103.1 | 103.2 | 102.6 | + .5 |
| Internal Combustion Engines..... | 103.3 | 103.1 | 101.9 | + 1.4 |
| Integrating & Measuring Instruments | 112.5 | 112.0 | 106.6 | + 5.5 |
| Motors & Generators..... | 104.7 | 104.7 | 102.0 | + 2.6 |
| Transformers & Power Regulators.. | 101.5 | 101.5 | 102.9 | - 1.4 |
| Switch Gear & Switchboard Equipment | 104.7 | 104.7 | 104.0 | + .7 |
| Arc Welding Equipment..... | 105.0 | 105.0 | 101.4 | + 3.6 |
| Incandescent Lamps | 110.0 | 110.0 | 110.6 | - .6 |
| Motor Trucks | 105.9 | 105.9 | 101.8 | + 4.0 |
| Commercial Furniture | 105.5 | 105.5 | 104.6 | + .9 |
| Glass Containers | 106.4 | 106.4 | 100.0 | + 6.4 |
| Flat Glass | 99.5 | 99.5 | 100.0 | - .5 |
| Concrete Products | 102.2 | 101.9 | 100.7 | + 1.5 |
| Structural Clay Products..... | 105.0 | 105.0 | 103.0 | + 1.9 |
| Gypsum Products | 104.7 | 104.7 | 100.0 | + 4.7 |
| Abrasive Grinding Wheels..... | 100.3 | 100.3 | 99.6 | + .7 |
| Industrial Valves | 104.5 | 102.9 | 102.5 | + 2.0 |
| Industrial Fittings | 103.4 | 100.8 | 105.2 | - 1.7 |
| Anti-friction Bearings & Components | 93.6 | 93.6 | 100.0 | - 6.4 |

Foreign Lead, Tin, and Zinc Can Be Bartered for U.S. Farm Surpluses

New Metals-Minerals List Also Includes Many Items That Have Been on Subsidy Program

Washington—Lead, tin, and zinc top the new barter list issued by the White House in the government's program of swapping domestic agricultural surpluses for foreign metals and minerals. The three nonferrous metals were put on the list specifically with an eye toward helping to firm world prices in response to pleas for aid by mineral producers both in the U.S. and abroad. Copper, which has been soaring in price and equivalent stock gains in a domestic pull out from its recession slump, was not included.

The metal-mineral list okayed for barter includes many commodities which have been on government domestic subsidy programs. In addition to lead, tin, and zinc it includes certain types of antimony, asbestos, bauxite, beryl, bismuth, cadmium, chromite, columbite, cryolite, diamonds and bort, ferrocrome, fluorospar, manganese, mercury, mica, nickel, palladium, quartz, crystals, ruthenium, selenium, silicon carbide, and tantalite.

Removes Some Tight Curbs

The new Agriculture Department rules on barter deals remove some of the tight curbs instituted in 1957 when crop disposal program administrators agreed with farmers' fears that the programs were displacing normal commercial dollar sales of U.S. farm items overseas. Main relaxation is junking of a requirement on barter brokers that they prove their deals do not displace dollar sales. They had been required to submit a so-called certificate of additionality.

The new regulations also set down a complex list of countries to which domestic farm product barter may be shipped in exchange for the 26 metals and minerals approved for barter. Barter officials don't foresee a return of the program to dollar levels hit at its former peak of 1956-57 when more than \$300 million worth of farm materials were bartered in that fiscal year. But significant increases will result through the end of calendar 1960 under the

new program which authorizes barter of as much as \$500 million worth of foreign metals and minerals in the current fiscal year alone.

Metals received go into a special supplemental government stockpile of strategic materials and are frozen off the market by law.

Lifschultz Opens Service To Eliminate Transfers

New York—Lifschultz Fast Freight announced this week it will inaugurate a new service eliminating traditional transfer charges in the Port of New York for Midwest exporters. The freight forwarder published a line haul-rate effective Nov. 5, which it said will save \$6.11 to \$21.70 per less-carload shipment.

Lifschultz said Mid-west exports will be sealed in special box cars at Chicago and Milwaukee, not to be opened until they reach the Port Newark, N. J. docks where the freight will be transferred directly to vessels.

New Malden, Mass. P.A., to Be Well Screened

Boston—The methodical City of Malden, Mass., does not intend to make any mistakes when it appoints its first purchasing agent.

Six industrial purchasing agents have been screening applicants for Mayor Walter J. Kelliher, who prior to taking office last January had urged the city to obtain a purchasing officer.

Philip Steinberg, P.A. for Keystone Manufacturing Co., Boston, and chairman of the selection panel, reports that the job is still open and will remain open until the right man is found. The panel has already held three

meetings to screen applicants.

The P.A. panel, in addition to selecting the municipal purchasing officer, has been asked to set up a policy and procedure for buying all materials and equipment needed by the Massachusetts city.

In addition to Steinberg other members of the group include Allen Northover, Lawson Machine & Tool Co.; Earl Appleby, also of Lawson Machine; S. W. Bateman, the National Company; Alfred Jones, retired purchasing agent for American Machine & Foundry; and Charles Holzwaith, Converse Rubber Co.



WHAT'S NEW WITH ALUMINUM

A page of new products and availabilities for the interest and information of the purchasing agent. If you would like detailed literature on each subject, mail the coupon below.

1. Bright finish welding wire

Now an entirely new type of bright welding wire for MIG and TIG welding processes is available for high strength welding... Kaiser Aluminum's King* brand welding wire.

It's available in a complete line of welding rods and electrodes in a broad range of alloys—including new all-purpose alloy 5183, developed specifically for welding the high strength magnesium-bearing aluminum alloys 5083 and 5086.

The consistent high quality of King brand bright finish welding electrodes and rods is achieved by rigid production and inspection controls, including radiographic and destructive testing of actual welds.

*Kaiser INert Gas

2. Wider sheet, heavier plate

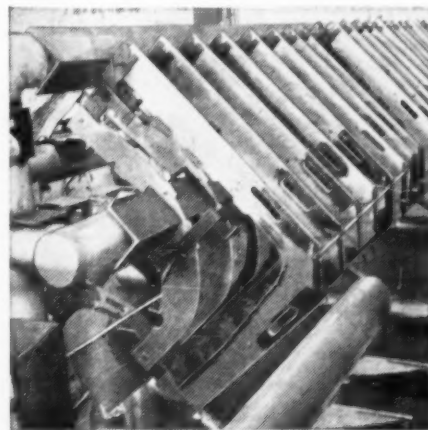
The production of wider sheet, heavier plate and bigger coils is now made possible

by the opening of Kaiser Aluminum's new 168-inch, 4-hi reversing hot mill and 100-inch, 5-stand continuous mill at Ravenswood, W. Va.

Sheet and plate in width to a maximum of 144 inches and finished coils weighing up to 8500 pounds are now included within final availabilities. Foil in gauges as light as 0.00025 inches and widths to 66 inches is also in production.

3. Rolled tooling plate

Produced for today's tool design requirements, Kaiser Aluminum's new Rolled Tooling Plate opens up exciting new avenues to cost cutting.



A typical large aircraft assembly fixture. Use of aluminum tooling plate provides greater portability and simpler set-up without need for overhead cranes or lift trucks.

Reasons: (1) It's machined both sides to provide a flat base for accurate layout and measuring; (2) it offers a finer grain structure, freedom from porosity, higher strength, finer finish and better welding characteristics; (3) it weighs only one-third as much as steel, handles easily without the need for expensive positioning equipment.

Among the growing list of industries profiting from new Kaiser Aluminum Tooling Plate: aircraft, electronics, appliance, automotive, plastics, foundry and marine.

4. High strength yet ductile casting alloys

Now, by using one of Kaiser Aluminum's new high purity casting alloys—X357, A356 or C355—permanent mold and sand castings can be designed and produced to be competitive with more expensive fabricated products including forgings.

By holding iron and other impurities to a minimum, and with Kaiser Aluminum's close metallurgical production control, these superior casting alloys permit high temperature artificial aging to develop full strength potential without brittleness.

For example—castings made of our high purity alloys, can be produced with increased tensile and yield strengths or redesigned to have the same strength characteristics with significant weight reductions.



THE BRIGHT STAR OF METALS

San Diego Voters Keep Local Firm Preference

San Diego—This city's voters turned down a charter amendment which would have repealed the 5% preference clause for local firms on city contracts and orders. The proposal was on the Nov. 4 ballot.

City councilmen called the preference clause "small town" and unnecessary. Those opposed to the charter amendment, including the Chamber of Commerce, felt the preference clause provided a legitimate advantage to firms paying local taxes.

City Attorney J. F. Dupaul argued that taxpayers should get whatever advantage might come through competitive bidding on contracts, but J. H. Shaw, recently retired city purchasing agent, contended he never saw a case where the city lost money through the 5% clause.



Giant 10,000 lb. aluminum ingot being lifted from direct chill casting station at Kaiser Aluminum's Ravenswood plant. Next stop—the hot line!

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W. M. BOARDMAN

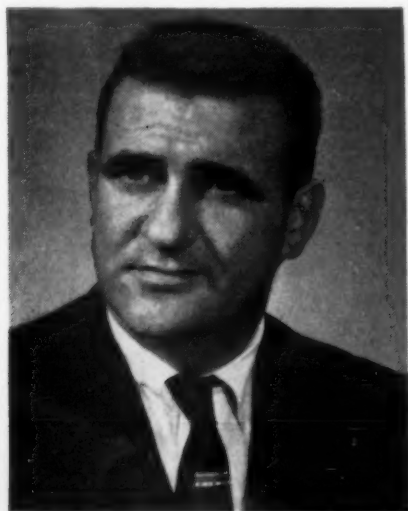
Oakite Products Names Burns and Boardman

New York—Reginald R. Burns has been appointed director of purchases and William M. Boardman named purchasing agent for Oakite Products, Inc.

Burns joined the firm 19 years ago and in addition to directing purchasing activities will continue to be responsible for production planning. With the company since 1939, Boardman has been serving as assistant purchasing agent.

Hugh B. Hines has been appointed city manager and purchasing agent for the City of Rocky Mount, N. C. He formerly served in the same capacity at Jacksonville, N. C.

D. L. Dufford has been advanced to co-ordinator purchasing and pricing departments by the Bovaird Supply Co., Tulsa. He had been assistant to the general manager of the stores.



H. E. WILLIAMS, JR., has been made purchasing agent of Saco-Lowell Automotive Division, Saco-Lowell Shops, Saco, Me. He had been executive assistant to the manager of purchases.

Brian MacConnell has moved up from plant engineer and purchasing agent to manufacturing manager for Aeroquip (Canada) Ltd., Toronto. His duties will include responsibility for production, material control purchasing, plant engineering, and related functions.

Bruce D. Henderson, vice president, who held purchasing posts from 1941 until 1955 for Westinghouse Electric Corp.,

Pittsburgh, has been assigned to the executive vice president's staff. In 1953 Henderson was advanced from manager to vice president of purchasing and traffic; in 1955 he became manager of the air conditioning division, Staunton, Va.

Major James E. Jackson, formerly chief of the Production Division for the New York District has been appointed to head the Buffalo (N. Y.) Air Procurement Office.


Andrew L. Lehrbaummer has been named purchasing agent for the City of Milwaukee. Deputy city chief purchasing agent since 1945, he has been employed by the city 28 years and has worked in the purchasing department since 1932. Lehrbaummer succeeds Joseph W. Nicholson who retired.

John E. Reutter has been promoted to director of purchasing for Liberty Baking Corp.,

Jamaica, N. Y., and its subsidiary, Bell Bakeries, Inc.

Monroe Whitt has been made purchasing agent for Proximity Print Works of Cone Mills Corp., Greensboro, N. C.

Gerald Honsberger has been appointed buyer, Chevrolet Motor Division's aluminum foundry, Massena, N. Y. He had been assistant buyer at the firm's transmission plant, Toledo.



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A P.W. Profile

Waters, Utility Trailer P.A., Rides Three Horses as Hobby, Exercise

Spend five minutes with Virgil D. Waters, of Temple City, Calif., and it's a 100-to-1 shot that your conversation will have touched on two subjects, horses and his job as purchasing agent for Utility Trailer Manufacturing Co., La Puente, Calif.

Waters, who is only 47, has been riding horses since long before he could spell equestrian. He joined Utility as a stock

clerk when he was only 16, hardly more than a colt just out of high school. He has the unusual record of having been with the company for 31 years, 24 as purchasing agent. One would have to allow that he's been riding the same trail a long time for a man so comparatively young.

That's not to say that Waters is a desk jockey in supervising the \$8-\$10-million of purchases

Utility makes annually. These purchases involve several hundred items which keep him busy.

Waters is a relaxed, friendly man who normally speaks at a slow gait. But the hoofbeats of his words are spurred to a gallop when he talks about the challenge in his job.

"Anyone who doesn't realize that the purchasing department is the focal point of the business is living under an illusion," Waters says. "Of course, any purchasing agent who is striving to get for his company the right material at the right time at the right price is too busy to think much about his own importance. But it's hard for a company to

remain competitive unless it has an efficient purchasing department."

Waters points out that his company is the oldest truck trailer manufacturer in the United States, that it builds on a custom basis, ranging in price from about \$2,000 to \$20,000.

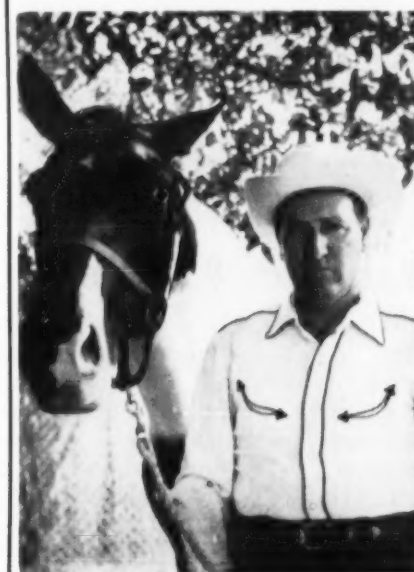
"We never produce for stock. Perhaps that makes my job as director of purchases a little easier. But there still are challenges. For example, the company recently was engineering a new product. As an insulating material, we considered buying polyethylene sheets and making them up into bags. Before we finalized, the purchasing depart-

ment discovered a polyethylene tube which more than adequately met requirements. This saved the company a lot of labor time and shop costs."

Waters regularly rides in the famed Rose Bowl Parade in Pasadena, the Sheriff's Rodeo in Los Angeles, and in Pomona at the Los Angeles County Fair. His love of horses is shared by his wife, Margaret, and his daughter, Betty Jo, a senior at College of the Pacific in Stockton, Calif.

As much as Waters loves riding, he's not urging this as an activity for all purchasing agents. Golf or hiking would do as well. But he strongly feels that purchasing agents will do a better job if their form of recreation is one that gets them outdoors often.

Waters has the habit of speaking as "we" in reference to Utility's purchasing department. He has three purchasing agents



VIRGIL D. WATERS, Utility Trailer P.A., is pictured with his favorite mount, Dutchess, which he rides in Los Angeles area parades.

working under his general supervision. One purchasing agent buys shop tools and maintenance items; another buys lumber and local steel requirements, and the third purchases all miscellany for the foundry.

Needless to say, this trio clears a lot of the underbrush from Waters' trail. He doesn't have as much multiple-approval as many other purchasing agents do. This is because he wears five hats: those of purchasing agent, board member, company secretary, stockholder, and the 10-gallon sombrero he dons with riding clothes.

When Waters is not on the bridge path, he spends a lot of time in purchasing agents' activities. He is a past president and a past national director of the Purchasing Agents Association of Los Angeles, and he is past chairman of the Education Committee for District No. 1, of N.A.P.A.

Many successful executives have been known to have at the rear of their homes a two- or three-car garage. To house his two pintos and a Shetland pony, Waters has a three-stall barn!

Asks International Status

New York—Railway Express Agency has asked reconsideration of its petition to become an international air freight forwarder. Railway Express also submitted for Civil Aeronautics Board consideration an alternative five-year operation plan. The company believes by that time it can prove the service would benefit the public interest.



Chattanooga Group Hears Value Analyst

Chattanooga, Tenn.—Value analysis and standardization were featured at the October dinner meeting of the Purchasing Agents Association of Chattanooga. Shown seated at the table are C. B. Bricker, left, P.A.A.C. standardization chairman; featured speaker John C. Williams, value analyst, medium transformer department of General Electric Co.'s Rome, Ga., plant; and Roy North, G.E. representative. Standing are P. J. Davis, left, program director; and H. B. Hendrix, N.A.P.A. 7th District standardization vice chairman.

Wilmington P.A.'s Learn of Wire's Versatility

Wilmington, Del.—The use of wire as a substitute for other forms of materials in manufacturing metal products is becoming increasingly popular, Wilmington P.A.'s were told.

T. H. Whipple, sales vice president of E. H. Titchener & Co., spoke at the November meeting of the Purchasing Agents Association of Wilmington.

"A coil of wire, according to the size, may contain from 50 to 250 lb. and from 100 to 8,000 lineal feet," he said. "Where can we find a more convenient form of raw material for large-scale production of metal parts?"

Whipple's talk, a seminar and value analysis type, was illustrated with examples of wire products and components which have resulted in lower manufacturing costs and less weight.

Government Pacts Can Have Pitfalls

Ex-Contracting Officer Warns New England P.A.'s on Procedures

Boston—Purchasing for a firm involved in government contracts can have its pitfalls as well as its special responsibilities. New England P.A.'s had an opportunity to learn about these aspects of government work from a former contracting officer for the Boston Air Procurement District at a forum discussion Nov. 3.

The first thing a P.A. should do when his company takes on a government contract, Albert K. Manley said, is "read your company's contract and determine if it is fixed price, fixed price re-determination, time and material, or costs plus a fixed fee." These, he said, are the basic types of contracts used.

Manley explained that as in New England much of the work is research and development, it is practically impossible to buy on a fixed price basis. Most companies are using the time and material and cost plus a fixed fee basis.

If a P.A. is working on other than a fixed price, he will have to answer to the government which will audit his contract very carefully, Manley warned. Also, he must follow the Buy American Act which states all purchasing for government contracts from American companies.

In explaining the priority rating system, Manley cautioned, "You must extend your priority ratings right down the line (to second, third, and fourth sub-contractors) so the order never loses its identity with the over-all fact that it is being procured for the government."

Alabama P.A.'s Tour Chemstrand Acrilan Plant

Decatur, Ala.—About 65 members and guests of the Purchasing Agents Association of Alabama toured the acrilan plant of Chemstrand Corp. here in October.

The P. A.'s saw how acrilan, one of the newest man-made fibers, was made and how it is crimped to duplicate the natural crimp found in cotton and wool. Inspection of the research and development division revealed the company's efforts to improve existing products and find new ones.

The division has been working on such products as tires, carpets, socks, stockings, cloth, etc., for research and development only.

Chadwick Moves Back To Presidency of Group

Salem, Ore.—J. A. W. Chadwick, purchasing agent for the National Harbors Board, Vancouver, B. C., is back again at the helm of the Pacific Northwest Public Buyers Association.

Chadwick, last year's president and recently elected vice president, succeeds Robert O. Reeves who recently resigned from the State of Oregon purchasing department and from the association presidency to take a purchasing position in private industry in California.



Affleck Chats with Pennsylvania P.A.'s

Scranton, Pa.—Chatting with some of the P.A.'s attending the Purchasing Agents Association of Northeastern Pennsylvania's "National Presidents Night" is N.A.P.A. president Gordon B. Affleck, seated left. Others seated are Jack G. Brandamore, District 5 vice president; Fred F. Gilbert, P.A.A.N.P. president; and David P. Dick, vice president. Standing are Thomas J. White, association public relations chairman; Paisley Boney, District 5 public relations chairman; Clayton A. Bowman, director; and Ralph A. Lewis, program chairman.

There were 58 in attendance including members of the Lehigh Valley and Reading associations.

Small Department Can't Justify Data Equipment

Ann Arbor, Mich.—Purchase of data processing equipment for sole use of the small or medium sized purchasing department can seldom be justified, Ann Arbor P. A.'s were told.

James E. Meyers, Burroughs Corp., said that larger firms can adapt more easily to electronic data systems their more repetitive and simplified types of paper work procedures.

However, Meyers said, if data processing equipment is already available to a purchasing department, the P. A. will have a real opportunity to obtain useful information otherwise impossible or difficult to get through routine clerical procedures.

Meyers, manager of Burroughs' methods and procedures division, illustrated how different types of electronic equipment can be used to sort and store typical purchasing office information.

Toledo Assn. Holds Tenth Serv-A-Show

Toledo, Ohio—An estimated 8,000 people viewed the tenth annual Serv-A-Show sponsored by the Toledo Purchasing Agents Association here Nov. 5-7.

The first show, held ten years ago, was limited to the displays members could exhibit on one card table. This year 53 exhibitors showed the buying public the latest in mill supplies, materials handling equipment, and packaging equipment, and other major products.

One of the highlights of the show, chairmanned by Max Thayer of Enterprise Sheet Metal & Roofing Co., was a display showing how to cut costs with the use of microfilm for office records.

P.A. Assn. Gets Charter

Lincoln, Ill.—A National Association of Purchasing Agents charter of affiliation was pre-

sented to the Purchasing Agents Association of Central Illinois Oct. 21 by District 3 vice president George S. Forbes.

The presentation was made at the association's second annual executives night here. The Central Illinois chapter has a membership of 60 from Decatur, Springfield, Peoria, and other central and eastern Illinois cities.



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N. England R.R.'s Studying Merger

Boston—Another railroad consolidation is under consideration. Studying the possibility of merger are five New England roads—Bangor & Aroostook; Boston & Maine; Maine Central; Rutland Railway, and New York, New Haven & Hartford.

Presidents of the five railroads met a week ago at Portland, Me., and announced studies which start immediately on closer cooperation between them. In addition to studying the merits of merging into a single system, the railroad heads also directed inquiries into possible elimination of duplicating and superfluous facilities.

A merger of the five would create the largest railroad in the country in terms of operating revenue. It is the latest in a series of proposed railroad mergers.

The Atlantic Coast Line and Seaboard Line announced similar studies a month ago. Four western lines—Northern Pacific; Great Northern; Chicago, Burlington & Quincy; and Spokane & Seattle—expect to make up their minds this year. Biggest of the merger considerations has been under study for the past year by the New York Central and the Pennsylvania Railroad. The Delaware, Hudson & Erie and the Delaware, Lackawanna & Western railroads also have a proposal in the works.

Canadian Railroads Get 17% Freight Rate Boost

Ottawa—Canadian Transit authorities have authorized a 17% general increase in railroad freight rates to provide the major lines with an estimated \$60 million a year in additional revenues.

The increase will go into effect Dec. 1, the date non-operating employees have set as a strike deadline. The railroads had asked for a 19% increase to allow for wage boosts demanded by the unions.

Although the rate increase indicated a strike-preventing settlement, several factors had to be cleared up first. The Canadian Cabinet first must rule on an appeal against the increase filed by eight provinces. Second, the railroads must decide whether to sign a new wage contract in advance of the effective date of the new tariffs.

'Dry' Lumber Standard Approved by S. B. C. C.

Biloxi, Miss.—The Southern Building Code Congress has approved a new "dry" lumber standard imposing a 19% moisture content limit on lumber

going into homes and other building construction. The requirement seeks to make lumber structures immune to shrinkage and decay problems.

The building code group also approved a requirement that American Lumber Standard sizes be set as 'dry' or net sizes. Under this regulation buyers will receive the net amount of lumber paid for, not something less as in the case of green lumber shrinking.

London—Tube Investments, Ltd., has developed a small bore beryllium tube which bends to a radius of 5 in. Tube has a 0.3000 in. bore with a wall thickness of 0.040 in.

Kalamazoo P.A.'s Study Substitute Materials

Kalamazoo, Mich.—The merits of "substitution of materials" were studied by the Kalamazoo Valley Association of Purchasing Agents recently.

A panel headed by program chairman Paul Barthold, of Beach Products Co., gave examples of the need for product improvement and how lower costs were achieved partially by converting to better materials and procedures. Other panel members included Robert Johnson and Jerry Jordon, both of St. Regis Panelyte, and Samuel Folz, of the Brundage Co.

Dr. Edward R. Rickard, assistant vice president of the Detroit Bank & Trust Co., discussed current economic conditions and analyzed probable economic levels for the year ahead. His forecast for 1959 was that it would be a "good" year but not a record-breaker.

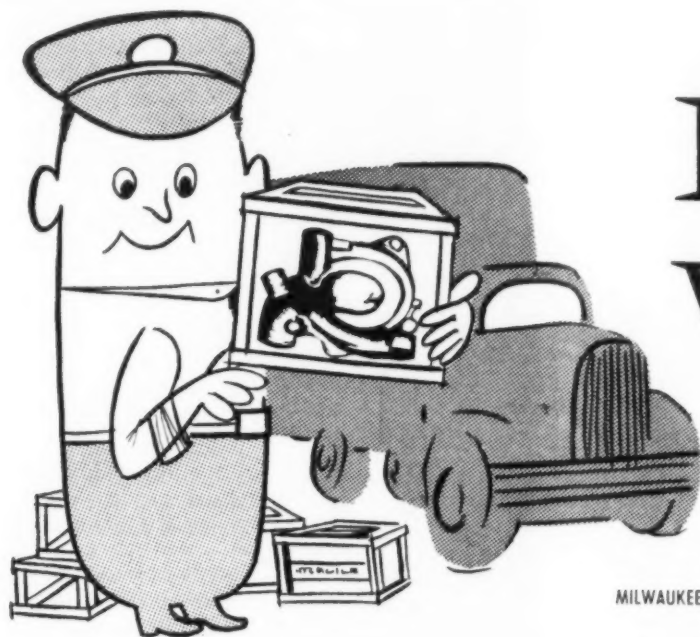
Radios Aid Meat Buyers

Chicago—Armour & Co. livestock buyers now roam the Chicago stockyards with two-way radios. The radios permit immediate checking with the company's head buyer for quick purchase of top-grade animals, ahead of competition.

Booklet on State's Future Has Purchasing Chapter

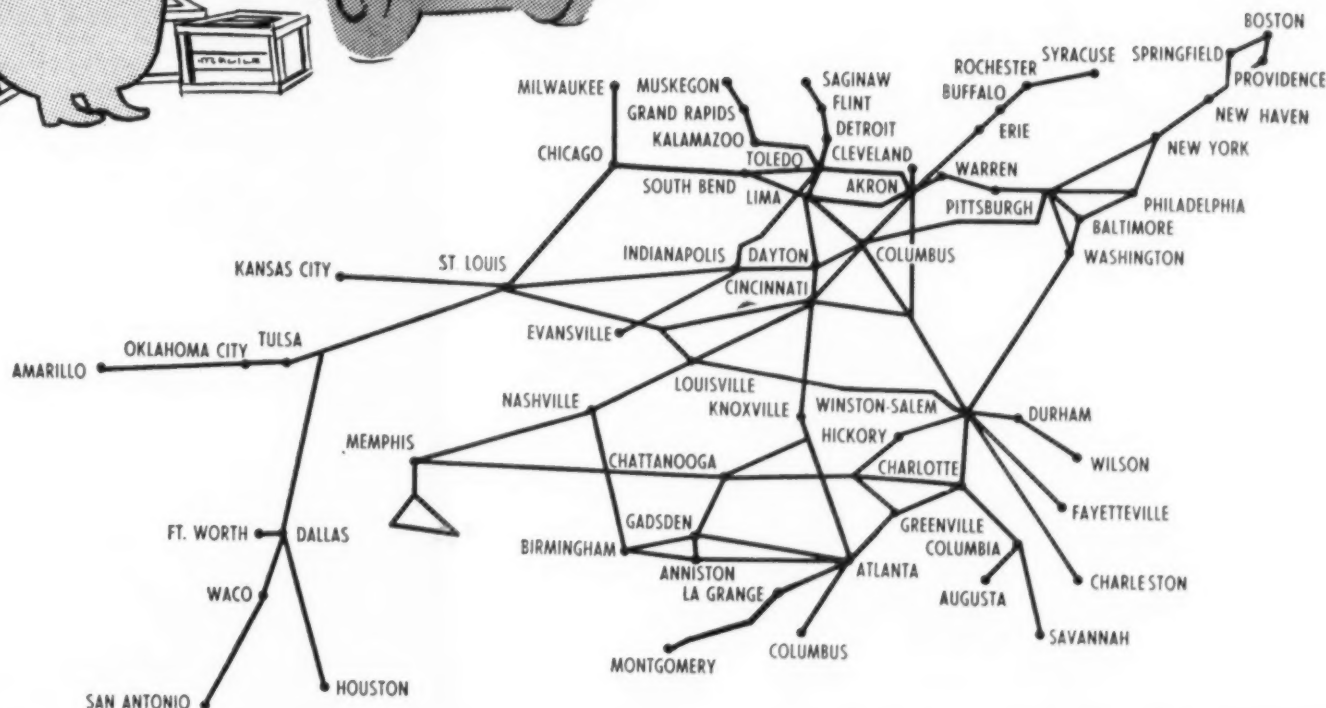
New Haven, Conn.—Purchasing opportunities in Connecticut are described in this year's edition of "Planning Your Future in Connecticut," a booklet distributed to high school students by utility firms throughout the state.

Dr. Norton Williams, purchasing agent for Wallingford Steel Co., is the author of one of the booklet's 27 articles. Williams served as president of the Purchasing Agents Association of Connecticut in 1956 and served as national director in 1957.



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147 PARK ST. AKRON, OHIO

Who Needs Helium?

New York—With helium in short supply Macy's department store couldn't get any for its Thanksgiving Day parade balloons. But Macy's found a way. Three of the gigantic characters will be filled with air and suspended from booms.

Purchasing Week

330 West 42nd St., New York 36, N. Y.

McGraw-Hill's National Newspaper of Purchasing

Print Order This Issue 26,596

Someone After Your Job? That's Good

How many men in your department are trying to get your job? If there is no one who has his sights set on your position, this probably is a good time to start a reevaluation. Don't just reevaluate your lacking-in-ambition assistants. Reevaluate yourself and your training methods.

Considered negatively, there's no harm in letting your boss know that you are shooting for his job. Considered positively, much good can come from your business superior knowing that you are interested in moving up the ladder. The harm that is done to a business organization by over-ambitious men comes only when a man uses unethical means to achieve an end. Obviously, keeping an eye on the boss's job does not include sniping at him; for every man who moves up through devious and questionable methods there are hundreds who advance the proper way—on merit.

The only reason the conniver stands out in any record of advancements is that he is the unusual one.

Without something to look forward to in the way of advancement, assistants tend to stagnate. Creative work, work that adds a plus to routine tasks is lacking. And that goes for all of us, whether we're looking at our boss's job or our assistants are looking at our job.

There's another way of looking at the whole picture, too, regardless of whether you're devoting attention to the positions above you or the men coming up behind you. Just consider one of your assistant's work. If that work is above par, you naturally want that man to move forward. But, and here is the big but, has that assistant, yes, even though his work is above par, figuratively, clutched to his bosom all the details about his job? Or has he made sure that a man below him is being trained to step into his job?

It works both ways. Have you trained someone to take over your job? If you have not, do you think top management should consider you for more responsibility? If you consider your position so unimportant that it could be turned over to an untrained individual, how can you justify to other management men that you are prepared and trained to take on more duties?

And when it comes right down to it, are you anxious to assume more responsibilities? Many a man has learned the hard way that he is much more interested in obtaining the privileges of a high position than he is in taking on the responsibilities that go with that higher position.

Stop and think about it. When you picture yourself taking over the boss's job, are you thinking about the extra plush office he has, are you thinking about assigning detailed chores to subordinates, are you thinking about arriving at the office late and taking long lunch hours; in short, are you thinking about the privileges of the boss's job?

Or, are you thinking about the problems that the boss faces, are you thinking about the sleepless nights many a boss spends wrestling with those problems, in brief are you thinking about the job and the responsibilities?

If your boss does not want to participate in training you for his job, that's no reason why you should not train someone for your job. It does not have to be a training program as such, it can be a "looking forward" program. While it's nice to look forward to taking over the boss's work, your first step should be to make darn sure someone is ready to take over your work. Yes, the question bears repeating:

"How many men in your department are trying for your job?"

Your Follow-Up File

Night Course Is Profitable

Warren, Mich.

I had been in purchasing for one and one-half years and had been looking for classes to further my education in the purchasing field.

One day I received a booklet from Wayne University on industrial management courses. I found just the course I was looking for, industrial purchasing. I have been attending this course since September, and it has been very educational and enjoyable. I plan on taking more of these courses in the near future.

I want to urge anyone who is in purchasing to look into night-school courses such as these. I am sure many colleges throughout the country have these courses, and they certainly are worthwhile.

Leewyn R. Lackaye
Assistant Purchasing Agent
Budman Co.

• Undoubtedly schools in areas where there are many purchasing agents either offer such courses or will offer them if there is sufficient demand. Getting such a course established in its area is a worthwhile goal for any purchasing association.

like to investigate other units. This article, as we remember it, was quite complete and concise.

A. O. Van Vactor
F. W. Means & Co.

• You've picked the right issue, Sept. 29; article was "Copying Machines Will Reproduce Written Matter Quickly and Cheaply," p. 18, and "Select Your Copying Machine After Studying These Detailed Descriptions," p. 19. Reprints are available.

An Answer Is on the Way

Miami, Fla.

We have just entered a subscription for PURCHASING WEEK through your representative in South Florida.

He informs me that you have a "product finding" section which is batting around 80%. He has already sent you our first inquiry for a possible source of supply for kerosene refrigerators. Now, would it be possible for you to suggest to us a possible source of supply for water-cycles? These are the bicycle type machines with pontoons which are seen around lagoons, swimming pools, etc.

W. J. Haslett
Purchasing Agent
Venezuelan Trading & Export Co.,
S. A.

Operations Differ with Firms

New York, N. Y.

I noted with interest your question concerning "How Far Should the Purchasing Department Go in the Accounts Payable Operation?" ("Purchasing Week Asks You. . .," Oct. 13, p. 11).

Your answers generally indicate a wide divergence of thought amongst the country's biggest industries.

At the first meeting of the Metropolitan Purchaser Club's course, "Administration of the Purchasing Function," this subject came up for floor discussion. Each member who reported on his company's practice had a vastly different procedure with valid reasons for the particular method employed by his firm.

Although modern audit practice recommends direct transmittal to the accounting function, I am forced to the conclusion that each situation must be examined for the reasonableness of the method used. However, the edge should be given to keeping the procurement function divorced from invoice vouchering for audit reasons.

R. F. Baldwin
President
Metropolitan Purchasers Club

Our Service Proves Useful

Chicago, Ill.

We recently suffered a fire in our office and among other things we lost our complete file of PURCHASING WEEK.

In one of your recent issues, you printed a quite complete review of copy machines and, if possible, we would like to have a copy of this issue (possibly Sept. 29) or a reprint of the article.

We also lost our "verifax" copier, and before we replace it we would

Excellent, Just Excellent

Chicago, Ill.

The very excellent article in your Nov. 10 issue about vending machines ("We'll Eat From Vending Machines," p. 1) has just come to my attention. May I express our appreciation for your alertness in covering our convention in such a fine manner.

I am interested in getting about 25 copies of the article (or of the whole issue) so that I may distribute it to some of our industry leaders for their information.

Again, thanks for this excellent recognition of automatic merchandising.

Walter W. Reed
National Automatic
Merchandising Association

Index Computed Sans Tax

Indiana

In the Oct. 20 issue, page 4, the Industrial Wholesale Price Index indicates that lubricating oils have dropped 9.4% since September of 1957. This is very interesting to us, and we would appreciate your advising as to what basis this per cent change from month to month and year to year is derived.

Lubricating oils as defined, of course, are subject to 6¢ a gal. federal tax, and we assume that the lubricating oils as appear on the Index will be of this nature.

A Purchasing Agent

• All categories in this index, including lubricating oils, are computed exclusive of taxes. Thus the 6¢ a gal. federal tax is not reflected, and the 9.4% year-to-year drop is a "pure" price decline.

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PURCHASING WEEK Asks You . . .

If you were trying to convince a young man that he should follow a purchasing career, what would be your chief argument?



R. L. Buchen
The Frito Co., Western Division, Los Angeles

"For an intelligent, imaginative young man, I believe the wide scope of purchasing is the best selling point. Purchasing as a career offers a greater diversity of effort than any other chosen line of work. It is definitely not monotonous and, although there is the usual routine, the job is not restricting. Every day, every hour, brings a new product, a new material, a new problem. The purchasing man is in a perfect position to acquire immediate knowledge of the functions and problems of all departments in his company."

H. M. Kingsland
Aircraft Radio Corp., Boonton, N. J.

"I would argue that in a purchasing career he can find a most interesting and rewarding career. For in what other business profession does a young man have the opportunity to work so closely with the engineering, accounting, sales, manufacturing and plant engineering departments? What better chance does he have to observe and learn and at times make constructive suggestions? Where else does one have the daily parade of varied and interesting new problems awaiting solution by you the purchasing agent?"



P. G. Harmon
Hanes Hosiery Mill Co., Winston-Salem, N. C.

"Purchasing offers a continuance of the educational process. A purchasing agent has an opportunity to acquire an excellent knowledge of manufacturing within his own company. He becomes fairly well educated in some engineering aspects of his firm's products as well as becoming a vital part of the management team. Purchasing gives a man the opportunity to do new things again and again. The job is never routine or boring. The constant changes in any business operation today offer circumstances favorable to discover new products, methods, etc."

R. M. Dwyer
Metallizing Engineering Co., Inc., Westbury, N. Y.

"Purchasing is now a career and has already gained significance as a profession. Since World War II, great strides have been made by purchasing toward further recognition by top management of its proper place in the corporate setup. As purchasing improves its place in the management picture, the opportunities for the beginner become greater for more rapid advancement with commensurate compensation. Due to purchasing's continued growth, there is always room for new blood and new ambitions."



E. J. Dowd
General Services Administration, Region Three
Washington, D. C.

"I wouldn't hesitate to acquaint him with the highlights of my own long and pleasant career in supply operations. To attract and hold the individual, a job should abound in those things that make for future happiness—sufficient compensation, promise of advancement, opportunity to supplement one's knowledge of the field, etc. This adds up to a purchasing office offering a young fellow an opportunity to enter into and stay with a pleasant, fascinating field of endeavor."

Abraham Weissman
Emerson Radio & Phonograph Corp.,
Jersey City, N. J.

"Every year the role of purchasing in industry becomes more and more important. Today purchasing men sit in the high councils of management. Since this recognition by management is fairly recent, a young man has greater opportunities for rapid advancement than ever before. It is acknowledged that proper buying may make the difference between profit and loss in the end product. Therefore, because of his integrity, imagination, and good judgment, the purchasing agent has taken his place in business with other professions."



How to Get More Out of Purchasing Week

Keep Informed on Changing Prices

No purchasing man will argue that price changes are unimportant. Most P.A.'s will admit that they are all important. Ever since PURCHASING WEEK made its first appearance in a pilot (trial) issue on Sept. 2, 1957, price changes have been carefully watched and reported.

"This Week's Commodity Prices," which always appears on page 2, reports the prices of 61 industrial products and compares them with prices a week ago and a year ago.

But in addition more complete price change stories have always appeared elsewhere in the paper. If they are big and of great significance, they are likely to make page 1. Some months ago to make it easier for readers, P.W. started a column to gather together changes. This

department, "Price Changes," gives last minute price changes.

Another regular price service is the "Purchasing Week Industrial Materials Price Barometer." This page 2 feature is a chart based on an index of prices of 17 materials. Although only 11 months old this chart has proved to be of value to alert purchasing men. When it first appeared, the index was dropping from a high of around 107 (December 1955). It kept going down to around 83 in May of this year. Then it reversed its trend and started up. Today it is close to 90. What its future path will be is anyone's guess. But purchasing men can rest assured that when it comes to prices, PURCHASING WEEK will keep them informed.

No matter who you are . . .



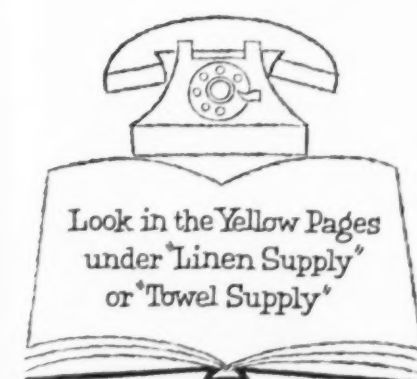
the easiest way to get



cotton towels, uniforms & linens



is to call your Linen Supply Man!



Note: No investment, no maintenance, no inventory. Everything is furnished and serviced by your linen supplier, at low cost, and tailored to your needs.

You only call once to arrange for regular, dependable delivery of all your linen requirements. You get the luxury and quality of cotton cloth. (And, of course, there is no substitute for cloth.) The nearest Linen Supplier is no further away than your telephone. Call today.

Linen Supply

**ASSOCIATION OF AMERICA
and National Cotton Council**
22 W. MONROE ST., CHICAGO 3, ILL.



Yesterday's Equipment

OLD-FASHIONED EQUIPMENT was easy to buy.

Modern Service Machinery Will Offer the Purchasing Executive of To



ELECTRIC SEALER feeds tape at 50 in. per second. Fully automatic, the sealer moistens and cuts reinforced or 60-lb. tapes. Fast and flexible, pushbutton controls measure lengths 6 in. and up. Moistening also is adjustable.



TYING MACHINE features safety release on tie arm. Price is \$415. B often inexperienced. Faster than manual tying, machine is labor-sav

MAIL OPENER electrically opens up to 600 letters per minute. Price \$174.50. Machine opens envelopes of any size or thickness. Claim is made pay-off point is reached with small volume.

FOLDING AND INSERTING MACHINE is designed for smaller offices. Maker claims machin faster than by hand. Machine handles a great variety in items including bills, letters, b



Gives Way To Equipment of Today



MODERN EQUIPMENT challenges P.A. alertness.

tomorrow the Opportunity to Improve Efficiency of His Office and Plant



Buyers of tying equipment stress safety because operators are safer as postal regulations require tying of many classes of mail.



BUNDLE-TYING MACHINE is fast, flexible, and simple to use. No adjustments are necessary for differences in size of bundles. Use of fast machine in place of manual operation frees tyers for other packaging duties in their own departments.

It does dual operation eight times faster on booklets, postal and tabulating cards.

PHOTO ELECTRIC CONTROL will follow operations at a rate up to 600 per minute. Simplicity of the design and ease of installation are new developments in this type of equipment. Uses of these controls are for inspection, (shown), counting, precision filling, bin level control, and machinery guards.



Purchasing and Selling Are Outlawed, But Members Gather Information for Jobs

Ever hear of a buyer-seller meeting at which buying and selling is outlawed? It happens once a month in Paterson, N. J.

The group, officially named the Purchasing and Sales Club, is sponsored by the Paterson Chamber of Commerce. The club's membership is equally divided between sales people and purchasing agents. Club officers encourage attendance of both the sales manager and the purchasing agent from each represented company.

Everything but Buying and Selling

At monthly meetings, the club's 50 members meet for dinner, conversation, and entertainment. In fact, almost anything goes except buying and selling. Specific talk about orders or prices is strictly taboo. Any selling or buying that needs to be done is saved for a regular workday.

But if buyers and sellers don't meet to buy and sell, why do they meet at all? Purpose of the club, as stated in the by-laws, is to develop knowledge of local industry; to develop acquaintance between sales and purchasing men; and to disseminate purchasing and sales ideas and information that will assist all members of the club in discharge of their duties.

Here's What Members Say

That's the official record of the Purchasing and Sales Club's goals. But off the cuff, here's what club members have to say about the Purchasing and Sales Club, and what it means to them.

Conrad Corsini, purchasing agent at Independence Plating Corp., says, "Mainly the Purchasing and Sales Club is a place for exchange of ideas. It offers a chance to meet people from local industry, get to know what they are like personally."

Russell Birchall, purchasing agent at Samuel Braen's Sons, says, "I'm enthusiastic about the club because it gives me a chance to meet local vendors. Besides the good fellowship at the meetings, I often run into something that helps me on my job."

"At one meeting I met a guy from a local steel company that I had never bought from. I had been buying steel from an out-of-town firm. That meant I had to buy large quantities to get a good price. And transportation costs were rough.

Buys Steel Locally Now

"The local steel man whom I met at the meeting came to see me later, met the price I had been paying the out-of-town source. I've been buying steel locally ever since.

"Now, when I need a small piece of steel for maintenance I can send a man across town in a pickup truck. Before, I had to place a large order with the out-of-town supplier to get a good price on the single piece," Birchall said.

The six-year-old Purchasing and Sales Club meets at a private club in Paterson. There's conversation and drinks from six to

eight, then dinner and more talk. The program committee takes over after dinner and the entertainment begins.

Sometimes the program is pure entertainment. Sometimes it's more constructive, with greater stress on education.

In September the Club saw a

color movie made by a leading Philadelphia industrialist and sportsman. After the 15-minute film on an Alaskan hunting trip, the movie-maker answered questions on hunting, Alaska, and moviemaking. Discussion ranged from cost of far-North hunting trips, to humane aspects of

shooting certain species of mountain goats.

October's program presented several candidates for local government posts. The candidates didn't make speeches. They answered questions posed by club members on local political issues.

In November the group visited the plant of a local manufacturer. The members get a variety of entertainment, education, fellowship, and fun at their monthly meetings. Quality of the programs is one big reason why meeting attendance in the past year averaged 90% of total membership—an unusually-high average for a group of this type.

Chesney Reviews History Of N.A.P.A., Purchasing

Rensselaer, N. Y.—N.A.P.A. District 8 Vice President J. Dukehart Chesney reviewed the history of N.A.P.A. and discussed the future for the purchasing profession at the Oct. 23 meeting of the Eastern New York Association of Purchasing Agents.

A report on the status of ferrous metals, coal, wool, paper, rubber, and non-ferrous metals was given by Commodity Committee Chairman Frank M. Roos.

Prior to the dinner meeting, members toured the Huyck Felt Co. plant.

O-B VALVES

when throttling steam . . . use stainless steel seat and disc

The O-B Plug Type valve is made for tough throttling jobs . . . especially the throttling of steam. Seat and disc are chrome stainless steel heat hardened to 500-plus Brinell. On throttled steam, this material resists scoring and grooving and gives the valve added service life.

Notice the long, tapered areas of the disc and seat closing surfaces. They are ground to close tolerance to assure tight shutoff on water, oil, air and steam, or to permit close control of flow. Foreign matter crushed between these surfaces will not mar the metal.

O-B Plug Type valves are available in eight sizes from 1/4" through 2" in angle and globe types for both 150 and 200 pounds working steam pressure.

For further information, contact the Ohio Brass distributor in your area or write to: OHIO BRASS COMPANY, 380 NORTH MAIN STREET, MANSFIELD, OHIO.



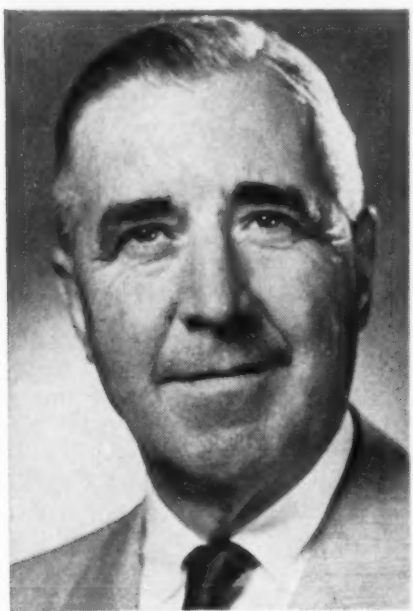
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Eimer Heading Oil Parts Group

San Francisco—Can companies in one industry establish an inventory exchange system to permit economical intertransfer of insurance or standby stocks? The object would be to reduce substantially the amount of funds tied up in inventories such as spare parts.

The petroleum industry Buyers Group Coordinating Committee, set up at the recent American Petroleum Institute convention, seeks the answer to that question in its coming long range study of spare parts investment (P.W., Nov. 17, p. 1).

While the problem of spare parts is not the most important problem of oil industry buyers, it



A. R. EIMER
Chairman

Petroleum Industry Buyers Group
Coordinating Committee

will take many years to clarify, according to A. R. Eimer, committee chairman.

The oil industry has an estimated \$250 million tied up in spare parts inventory, consisting primarily of refinery machinery and some producing machinery. This includes such items as bearings, impellers, pump components, compressors, heat exchangers, furnace tubes, and fittings.

Eimer, manager of purchase and stores department for Standard Oil of California, said the basic objective of the industry committee is to explore the possibilities of a spare parts exchange system. But he stressed that the study and subsequent coordination (assuming the original investigation indicates favorable results) will extend over several years.

The problem is both "procedural and policy," Eimer told PURCHASING WEEK. If an interchange-of-parts plan is found economical, it will then become a policy matter for each company to decide whether it desires to participate.

Working with Eimer on the committee are Donald A. Monro, Standard Oil of Indiana; Haylett O'Neill, Humble Oil & Refining; and Gayle Hawk, Shell Oil Co.

San Diego Air Freight

Los Angeles—ParcelAir inaugurated outbound air freight service from San Diego Nov. 3. Inbound shipments to San Diego have been in effect since April 3 from five originating terminals in Los Angeles, New York, Boston, Chicago, and San Francisco.

Industry Men Advocate Textile Import Quotas

New York—Textile industry spokesmen advocate a quota system to regulate textile imports from countries with low wage and living standards.

A Senate Interstate and Foreign Commerce Subcommittee solicited the views of textile manufacturing and processing representatives at a hearing here last week on what protective measures are needed.

Robert C. Jackson, executive vice president of the American Cotton Manufacturers Institute, described import quotas "as the only practical method for insur-

ing an equitable import pattern."

Edwin Wilkinson, executive vice president of the National Association of Wool Manufacturers, warned that unless the government acts swiftly to halt textile tariff reductions, the American wool textile industry faces "liquidation."

Long Rubber Strike Over

Beacon, N. Y.—New York Rubber Corp.'s plant here, struck since July 26, reopened Nov. 5 and is now in full-scale production. The company and union reached agreement on terms of a new one-year contract.

Additive Helps Eliminate Sludge in Fuel Oil Tanks

Wilmington, Del.—Use of a fuel oil additive to eliminate burner-clogging sludge can save money for firms consuming large amounts of residual fuel oil from their own storage tanks.

The DuPont Co., using one of its own plants in New York as an example, estimates \$1 worth of additive can save as much as \$40 in tank cleaning bills. The DuPont plant reported that use of \$50 worth of a fuel additive chemical made it unnecessary to clean mechanically its 17,000 gal. storage tank.

A fuel oil additive breaks up

sludge into particles which burn as the fuel is used, thus eliminating cleaning and down-time.

Government Contract Set for Helium Plant

Washington—In order to ease the helium shortages which develop periodically, the Interior Department has awarded a \$12 million contract to build a helium plant in Cimarron County, Okla.

Recipient of the award is the Fluor Corp., Los Angeles. Production from the plant, expected to be completed by next August, will bring total annual helium output to 600 million cu. ft.

GAYLORD DETECTS PACKAGE SAVINGS FOR YOU

Fast to find hidden clues to savings in packaging . . . that's your G-Man*. Just call him to the scene; he'll pick up the trail from there. He comes up with refreshing new solutions to protection, packing, shipping problems . . . with corrugated boxes.

Whether you need regular containers in big volume or specially engineered packaging, call in this modern Sherlock now. He's keen-eyed, ready—and nearby.

**Your Gaylord Man—of course*



GAYLORD
CONTAINER CORPORATION



HEADQUARTERS, ST. LOUIS
PLANTS COAST TO COAST

DIVISION OF **Crown Zellerbach Corporation**





Goggles

Of Vinyl Plastic

Softside vinyl plastic goggles are for welding and chipping. Frame is made of a soft but durable and flame-resistant vinyl plastic. Material is light in weight and conforms easily to the contours of operator's face.

Price: \$3.50 (for welding), \$3.15 (chipping). Delivery: immediate.

Air Reduction Sales Co.,
Div. Air Reduction Co., Inc.,
150 E. 42nd St., N. Y. 17,
N. Y. (P. W., 11/24/58)



Spiralwrap Machine

Handles Coils up to 82 In. O.D.

Model UW-16 spiralwrap machine wraps coils ranging in outside dia. from 24 to 82 in. Bottom-wrap design of the UW-16 permits wrapping of both heavy and light-weight coils with a tight, safe wrap. Its capacity accommodates large rolls of paper, thus reducing interruptions for re-loading. Model UW-16 weighs 3,600 lb., with a base 66 in. wide and 44 in. long. The height of the bottom wrap machine is 126½ in., based on 82 in. outside dia. coil.

Price: about \$5,050. Delivery: about 4 wk.

Ludlow Papers, Inc., Needham Heights, Mass. (P.W., 11/24/58)



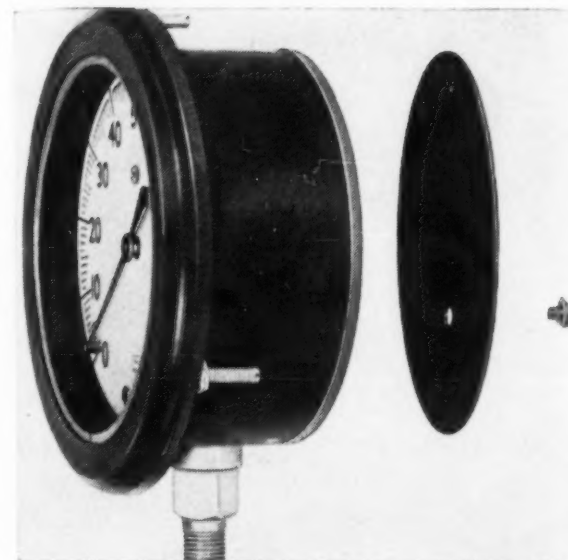
Electrostatic Generators

Can Supply to 600 Kv. Dc.

Line of Sames compact, high-voltage electrostatic generators is available with adjustable outputs of 50, 80, 100, 140, 150, 250, 300, and 600 kv. Power supplies can be used for testing of cable insulation, alternator windings and other dielectrics, flocking, electrostatic painting and precipitation, electron and nuclear particle accelerators, and similar applications.

Price: \$3,900 to \$36,000. Delivery: immediate (smaller units), to 6 mo. (large units).

Beta Electric Div., Sorensen & Co.,
S. Norwalk, Conn. (P.W., 11/24/58)



Pressure Gage

Cast Metal Front Plate

Safe-T-Case pressure gage has a solid and integrally cast metal front plate. Front plate forms a partition or protecting wall between dial and tube. Partition diverts force of a burst in a backward direction, away from operator, where it escapes by deforming back cover plate.

Price: from \$17.50 to \$26. Delivery: immediate.

Helicoid Gage Division,
American Chain & Cable Co.,
Inc., 929 Connecticut Ave.,
Bridgeport 2, Conn. (P.W., 11/24/58)



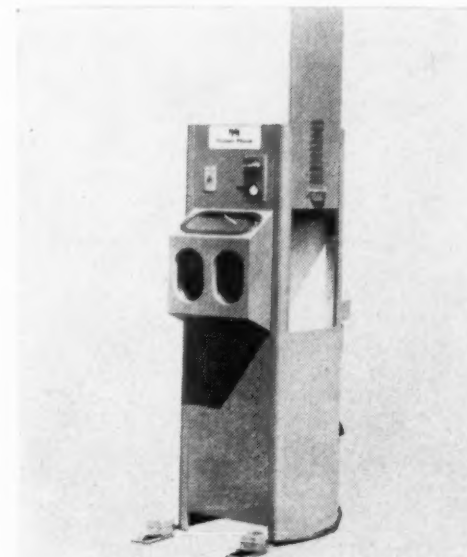
Microscope

For Product Checking

Erect image, low-power microscope may be used for product inspection, materials examination, and tedious assembly work. Industrial microscope has sturdy construction with rack and pinion focusing, color-corrected optics, turnable microscope body for inclined views, three different powers, long working distance under objectives, and sufficient eye relief for easy viewing. In its lowest position microscope is 8½ in. tall; can be raised to 13 in. height.

Price: \$19.95 (complete). Delivery: immediate.

Edmund Scientific Co., Barrington,
N. J. (P.W., 11/24/58)



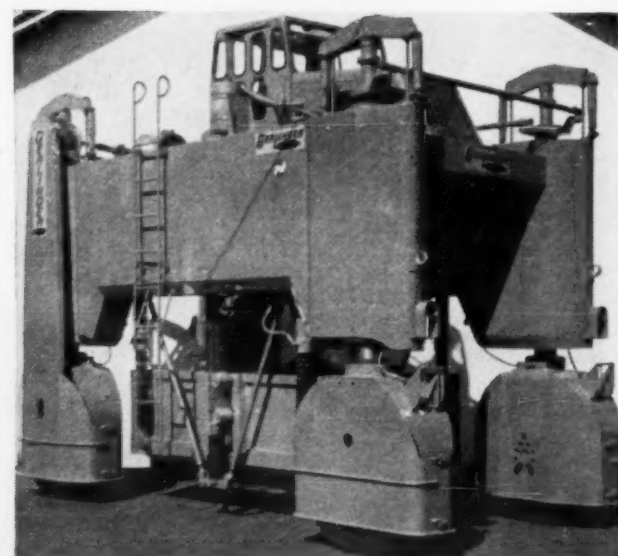
Liquid-Blasting Machine

Adaptable to Existing Air Supplies

Model 15 liquid-blasting machine is designed for high production and precision cleaning, finishing, peening, burnishing, and deburring of metal parts. Model 15 liquid-blasting machine is capable of maintaining finishes ranging from 16 to 250 micro-inch by adjusting air pressures and the size and type of abrasive medias used. Depending on application, air required to operate the unit ranges from 20 cfm. to 65 cfm. at 90 psi.

Price: \$695 f.o.b. Los Angeles. Delivery: 1 wk.

Hydro-Hone Corp., 7516 Pacific Blvd.,
Huntington Park, Calif. P.W., (11/24/58)



Material Carrier

In Six Sizes

SC-60 material carrier has hydraulically-powered swing shoes which speed the handling of hard to align loads. Lifting shoes are 118 in. in length. Lifting and carrying capacity of the SC-60 is 60,000 lb. with a turning radius of 14 ft. 6 in.

Price: about \$30,000. Delivery: 4 to 6 wk.

Towmotor Corp. 1226 E.
152nd St., Cleveland, or
Gerlinger Carrier Co., Dal-
las, Ore. (P.W., 11/24/58)



Power Circuit Breaker

With Five-Cycle Operation

Type FKA single-tank sub-transmission power circuit breaker features five-cycle operation. Single tank breaker is available in ratings from 15 to 46 kv. with interrupting ratings of 500 to 1,500 mva., 1,200 amp. Tank breaker also features a pneumatic tank lifter which operates from the air supply of the operating mechanism, and can be attached and operated by one man.

Price: \$29,000 to \$39,000. Delivery: 15 wk. (for 14.4 through 34.5 kv. ratings), 17 wk. (for 46 kv. ratings).

General Electric Co., High Voltage
Switchgear Dept., Philadelphia, Pa.
(P.W., 11/24/58)

New Products

Another PURCHASING WEEK service: Price and delivery data with each product description.

This Week's

Product Perspective

NOVEMBER 24-30

One of the most vital needs of modern technology is new materials. New techniques and processes demand new materials or, at best, new adaptations of old ones.

A whole new concept is springing up around this need. Researchers steadily learn more about materials. But what is most significant to you is the fact that they are taking this knowledge and using it to tailor-make materials that will meet specific applications.

Most of this action is taking place in two areas: metals and plastics.

The metal industry has been described as a have-not industry. Particularly needed are metals and alloys with very-high strength at very-high temperatures. Most of the demand stems, of course, from missiles and aircraft, but such materials would prove a boon to many processing industries, especially petroleum and chemical.

Researchers figure that if they know the properties of absolutely pure metals, they will be able to predict the properties of any given alloy. Out of research along these lines has come pure iron fibers with extremely high strengths. The next step seeks to measure the effect of impurities on the physical properties of the metal.

Here's an example of one result of this kind of research: Nuclear Metals Inc. has developed the techniques for simultaneous extrusion of two or more metals. It's possible only because the properties of the metals involved and the principles of their behavior while being extruded are clearly understood.

Timken Roller Bearing Co. researchers have developed a method that looks as though it will reduce trial-and-error experimental development of tool steels and other special-purpose alloys. They have come up with a way based on the alloy's chemical composition to predetermine the hardenability of alloy steels.

The method doesn't work for all steels—just those with 0.2 to 0.7% carbon in their makeup. But even for that range the method should save time and money in developing new steels for new applications.

Polymer (many plastics are polymers) research is digging deep into the fascinating field of molecular manipulating. Simply stated, it means rearranging a given material's molecules with the objective of making a new material with different properties.

Re-jiggering molecules is an already fairly common practice. For instance, the wide range of polyethylene plastics, each with a different set of properties, is based on this idea. And the new polypropylene plastic depended on molecular manipulating for its development.

But it is ahead that this field holds the most promise. These are the possibilities: high-temperature materials made from either inorganic or stable organic molecules. An example is plastics based on boron and phosphorus (PW, Oct. 20, p 4). Researchers are looking into stringing molecules together to form "super" molecules. The most informed estimate is that these super molecules would make plastic-like materials far stronger than conventional plastics.

Radiation techniques are letting researchers graft molecules of one plastic onto molecules of another. The resulting material combines the properties of both plastics, and adds a few of its own. One drawback: The process is expensive and production is limited.

Radiation has other potentials too. It can increase the tensile strength of steel, and it can start molecular chain reactions that are difficult or impossible to start any other way. Products of these reactions, too, are new materials.

A lot of equipment that goes into a chemical processing set-up has to be tailor made. Buyers of such equipment in the Chicago area may soon find more standardization in special equipment. Salesmen have banded together to form the Chemical Equipment Sales Engineers Association of Chicago. There's a group something like it in New York.

The New York group has made effective an equitable limit on the amount of process design and flowsheet work, the number of blueprints and drawings that should be included as part of the free service associated with equipment sales.

In Chicago, group membership is limited to sales engineers of "well known reputable companies building, according to their own designs and for the solution of special customer problems, full-scale chemical process equipment." There's no connection between the two groups.

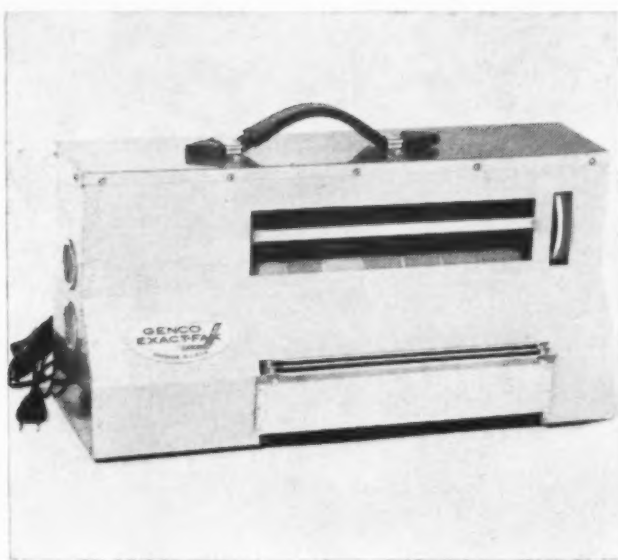
Copying Machine

Electrically Operated

Porta-Fax automatic photo copying machine is bantam size and completely portable. Equipped with a carrying handle, it weighs only 18 lb. It handles sheets up to 9½ in. wide and of any length. It reproduces from all colors and ball point pen.

Price: \$139.50. Delivery: immediate.

General Photo Products Co., Inc., General Photo Bldg., Chatham, N. J. (P.W., 11/24/58)



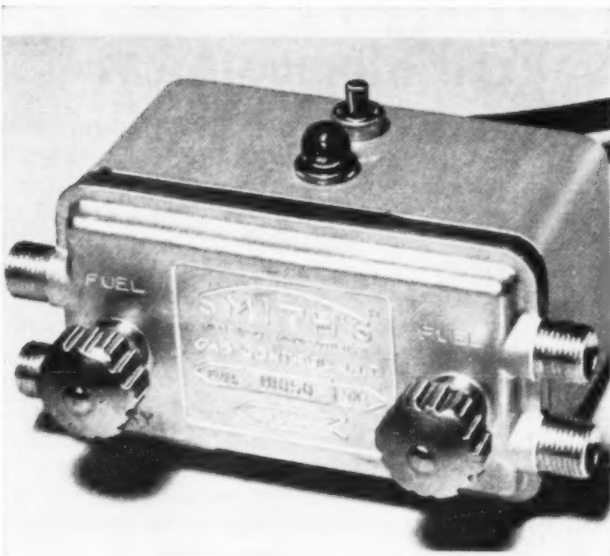
Gas Control Unit

Push-Button Device

H-1050 gas control unit regulates the flow of oxygen and fuel gas in welding and cutting operations. Touch of button automatically switches flame settings from high to low enabling operator to get fast cutting starts and rapid reduction in preheat flames.

Price: \$69.50. Delivery: immediate.

Smith Welding Equipment Corp., 2633 Fourth St. S. E., Minneapolis 14, Minn. (P.W., 11/24/58)



Flowmeter

With Magnetic Pointer

Series L indicating flowmeter is for high-pressure applications. Instruments are provided with a magnetic follower-pointer permitting flow to be totally enclosed within a pressure-tight metal body. Magnetically coupled flowmeters are designed for operation in the range of pressures from 60 to 2,000 psi.

Price: from \$45. Delivery: from immediate to 12 wk.

Seico Instruments Division, Eclipse Fuel Engineering Co., Rockford, Ill. (P.W., 11/24/58)



Lift Trucks

For Heavy Industry

Series G-5 solid tire, gasoline or LP-gas powered industrial lift trucks come in 15,000 and 20,000 lb. capacity. G-5 line is built with four side thrust rollers, two at bottom of moving channels and two at top of stationary channels.

Price: \$17,000 to \$20,000. Delivery: 30 days (after full production March 1).

Yale & Towne Mfg. Co., 11,000 Roosevelt Blvd., Philadelphia 15, Pa. (P.W., 11/24/58)



Your Guide to New Products

(Continued from page 17)



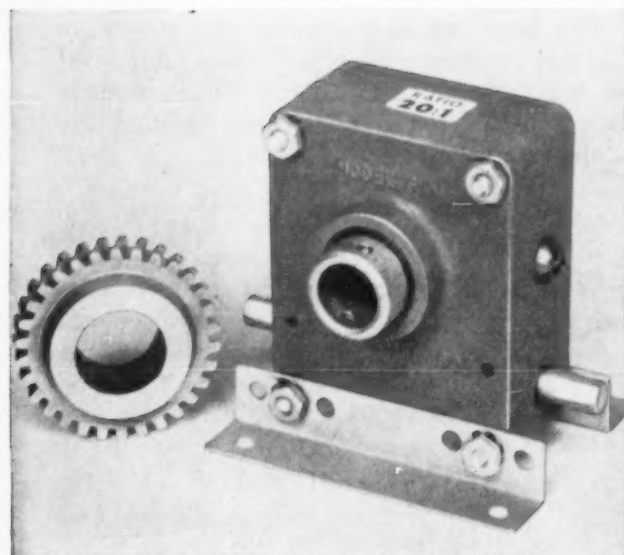
Solenoid

Operates with 24 Lb. Load

Compact R.S. 5174 high-speed solenoid completes its stroke in less than 20 millise. Start of the 0.020-in. stroke occurs at a maximum of 14 millise. Unit is specified for operation in an ambient temperature range of from -65 to +160 F. Voltage rating is 24 v. dc. at 78 F. Coil resistance is 19.2 ohms, at this temperature. Over-all size of model R.S. 5174 is 1.65 in. high, with a 2-in. dia. case.

Price: about \$32.85. Delivery: from 2 to 3 wk.

Telco Sales Division, Telecomputing Corp., 915 N. Citrus Ave., Los Angeles 38, Calif. (P.W., 11/24/58)



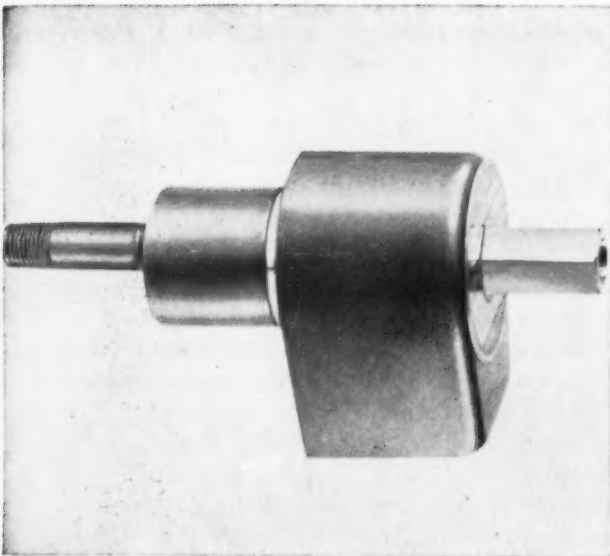
Speed Reducers

With Aluminum Gear

Model SW-1 speed reducers are available with aluminum driven worm gears. SW-1 also is available with nylon output gear. Both types have fiberglass reinforced plastic bodies. Reducers provide 15:1 to 60:1 reduction ratios for fractional hp. motors.

Price: \$13.50 (nylon), \$16 (aluminum). Delivery: from immediate to 3 wk.

Rampe Mfg. Co., Cleveland 10, Ohio (P.W., 11/24/58)



Solenoid Valve

Of Stainless Steel

GV60-565 high pressure, two-way packless solenoid valve controls air and gases to 2,500 psi. and liquids to 1,800 psi. Stainless steel body and working parts eliminate many corrosion problems. There are no stuffing boxes or sliding glands that require maintenance.

Price: \$45. Delivery: 4 to 6 wk.

Automatic Switch Co., Florham Park, N. J. (P.W., 11/24/58)



Security Register

Weights Only 18 Lb.

Cat-Write security register uses standard 8½-in. wide stationery and consists of two compartments, one of which can be locked. Length of stationery feed can be adjusted by a pin in half-inch steps up to a maximum feed of 8½ in.

Price: about \$182. Delivery: immediate.

A. J. Catlin, Ltd., Jasper Rd., London S. E. 19, England (P.W., 11/24/58)



COUNTERWEIGHT, the section of the truck behind the operator, may be easily detached to allow truck to be operated in small areas. Capacity with counterweight is 4,000 lb.

Remote-Control Trucks Are Able to Speed Operations in Centralized Storage Areas

Remote-control forklift trucks can play a major part in centralized storage.

Highlift trucks are usually operated from a control-handle while walking along. With remote controls on the platform, operator can control all movements, including lifting, lowering, and driving in forward and reverse, while riding on the platform.

Recently B-I-F Industries, Inc., Providence, manufacturers of meters, feeders, and controls, went through the transition of consolidating its ten-parts-stocking areas with the help of equipment especially designed and built by Lewis-Shepard Products, Inc.

These are some of the reasons for the change:

Faster and more productive operation.

More effective stock control.

Better use of floor space in the storage and product assembly areas.

More efficient utilization of stockroom personnel.

A dual-capacity electric forklift is used to transport smaller parts from the stockroom to the assembly area. With a counterweight attached to the rear of the truck (see photo above), it has 4,000-lb. capacity, without the counterweight, 2,000-lb.

After a stockroom employee receives orders for a number of different parts he mounts a remote-control truck and drives down the aisles (see photo below). He stops at various points, raising or lowering himself, according to the location of the orders received. Having completed his orders, he returns to a marked area for the deposit.

Another section stores larger parts. A

non-remote-control high-lift counterbalanced walkie (one controlled by a man walking with it) truck handles these directly on pallets or in skid boxes. This truck was chosen here because of its ability to handle all types of pallets and skids.

Space-saving walkie trucks allow employees to reach bins as high as 16 ft. At this height some small parts are stacked in steel storage bins.

Through centralizing the stockroom, some 2,000 sq. ft. of additional space was made available for product assembly; aisle space in the product assembly was reduced from 2,000 to 900 sq. ft.



REMOTE-CONTROL TRUCK with platform raised allows operator to keep control.

Purchasing Week Definition

Heat Treating Terms

Quenching—This is the rapid cooling of hot metal parts by immersion in gases or liquids. Sometimes solid metals (copper, aluminum) are used as the cooling medium for localized quenching.

Hardenability—The property that determines the depth and distribution of hardness caused by quenching. Term applies only to ferrous alloys.

Casehardening—This process hardens the surface of ferrous alloys. Depth of hardening can be varied. Core of metal part remains in same condition as before treatment. Some casehardening proc-

esses: carburizing, cyaniding, carbonitriding, nitriding.

Annealing—This is a process for heating and cooling solids (mostly metals) to provide these effects: refined grain structure, lower hardness, better ductility, relief of stress.

Tempering—An annealing operation that removes quenching strains and improves ductility, other properties of ferrous alloys after hardening. Process reheats metal then cools it at predetermined rate. Upper limit of reheat temperature is set by metal's properties. (P.W. 11/24/58)

Profitable Reading For P.A.'s

"Reading Maketh a Full Man"—Bacon

Basic Factors Analyzed

Business Management. By Lyman A. Keith and Carlo E. Gubellini. Published by McGraw-Hill Book Co., 330 West 42nd St., New York 36, New York. 480 pages. Price: \$6.50.

"The effective purchasing department will provide the operating division with a steady flow of information regarding market conditions, new products, and the like." Taking into account these important functions of the purchasing department, the authors tell the purchasing executive how his function fits in with overall business operations.

Besides specific purchasing advice on the use of simplified formulas for inventory control, and qualitative standards, this book provides any management-minded businessman with the overall picture of an industrial organization from every point of view.

Such factors as basic market considerations, product research, and organizational structure are fully analyzed. And specific purchasing problems such as decentralization, hand-to-mouth buying, research, and timing of purchases are considered from the management point of view.

Commodity types of aluminum and steel windows and screens are described in 40-page catalog, No. 1049-D (A.I.A. File No. 16-E). It describes steel windows in projected, casement, window-wall, security, basement, and utility styles for residential and commercial use. Data for both aluminum and steel windows include specifications, and construction and installation details. Catalog is available from **Ceco Steel Products Corp., 5601 West 26th St., Chicago 50, Ill.**

Complete line of air compressors and paint spraying equipment is described in 24-page catalog, No. CH-100. Uses for the specific equipment are listed and illustrated along with construction specifications, model information, and performance data. A special feature of the catalog is the selection guide for spray guns. Three-step chart explains how air source, materials to be used, coverage and finish, determine gun choice. Copies are available from **Campbell-Hausfeld Co., Harrison, Ohio.**

Standardized process instruments are described in 52-page catalog, No. 2. It covers indicators, transmitters, recorders and controllers for flow, pressure, temperature, density, viscosity, and consistency. Ordering has been simplified by assigning a number to each instrument or combination of instruments; prices of all such items are given in a separate, enclosed price list. Catalog can be obtained from **Fischer & Porter Co., 941 Jacksonville Rd., Hatboro, Pa.**

Spherical roller bearings are described in new catalog, No. 258. It covers 5 standard series of self-aligning spherical roller bearings, with bore sizes ranging from 40 mm up through 1060 mm. Complete dimension tables, and line graphs showing modifying speed

and life factors help the designer to choose quickly and easily the proper bearing for each application. Packaging is also explained for the purchaser who has to consider storage problems. Catalog is available from **Torrington Co., Bantam Bearings Div., South Bend 21, Ind.**

Dozens of rigorous quality control tests which ensure that the Tenite plastics—bityrate, propionate, acetate, and polyethylene—will meet customer requirements are described in 20-page book entitled, "Quality Control—A Company's Conscience At Work." Starting with the basic materials, the book explains how these are rated and graded. The rigorous tests for flow, stiffness, transparency, and other physical and chemical properties are also detailed in text and photographs. Copies are available from **Eastman Chemical Products, Inc., Subsidiary of Eastman Kodak Co., Kingsport, Tenn.**

Where Can I Buy?

Do You Know the Source?

We have four more letters from our readers asking your help in finding certain sources of supply. If you have the answer, please pass it on to them. While you are at it, would you mail "Where Can I Buy?" a carbon.

J. M. Carman, Dennison Mfg. Co., Framingham, Mass.—"We are interested in learning the name of a concern or concerns in the United States that manufacture a machine to manufacture tags with a glued-in string; sometimes these are called pasted string tags."

Robert H. White, Powell Electrical Mfg. Co., 3619 Commerce, Houston 3, Texas—"We need a source for heavy, flexible, copper braid, something that will handle 500 amp. of current flow."

B. A. Hettel, Armstrong Cork Co., P. O. Box 1347, Macon, Ga.—"I would like some help in finding sources for suction cup attached to handle to be held in one hand so that a man can pick up fiberboard tile from a moving conveyor belt by pressing cup against surface of tile. Tile about 1 sq. ft. weigh 5 to 10 oz. Heavier tile, 1 x 2 ft. surface area, weigh 10 to 20 oz. might require 2 cups attached to one handle. Trigger release would be actuated by the same hand which holds the pick-up unit. Ultimate order quantity 25 to 50 plus periodic replacements."

Keystone Brush Co., Inc., 33-35 Spruce St., New York 38, N. Y.—"We are trying to locate the manufacturer of a patented mophead sold under the trade name Layflat, with Patent Number 2,673,134."

The Record to Date

| | |
|-----------------------------|-----|
| Readers' requests | 131 |
| Staff answered | 111 |
| Published in P.W. | 20 |
| Answered by readers | 16 |
| Unanswered | 4 |

No Move by U. N. On Lead, Zinc

Geneva, Switzerland—Aside from agreeing on the need for international controls on price and production fluctuations, a United Nations lead and zinc conference took little positive action here Nov. 10-12.

Future action, if any, will depend on the behavior of the market, in the opinion of some of the delegates. While the 30-nation parley agreed "unanimously" on the urgency of further intergovernmental consideration of lead-zinc problems, there was little apparent unanimity on actual establishment of such a proposed study group.

United States' import restrictions on the two metals were made the target of some heavy criticism during the three-day meeting. But the American delegation made clear the U. S. rules could not be eased until the market situation permits.

Possible short term approaches will be considered by a committee established by the same consulting nations in London last September. The committee will meet next January in either Geneva or New York. But there was nothing to indicate the participating nations will be ready for more definitive action even then.

Soviets Plan Expansion Of Chemical Facilities

Bonn—Reports received here from Soviet sources state that the U.S.S.R. is planning a tremendous chemical expansion within the next eight years. Reports claim that 120 chemical plants will be constructed, but partially at the expense of reduced investment in coal and lead mining.

Emphasis will be on chemical fiber and plastics production although a bottleneck exists there in the procurement of sufficient textile machinery for processing man-made fibers. The Soviets are understood to be considering purchasing such machinery from Western countries to meet their schedule of increasing man-made fiber production by 500% by 1965.

India to Buy Old U. S. Coal Mine Machinery

New Delhi—India is negotiating purchases of about \$5 million worth of coal mining machinery offered for sale from U. S. federal excess property supplies. The equipment, considered outmoded by American standards, is available to foreign governments at a fraction of face value.

India will pay for the equipment from a \$150 million Export-Import Bank loan for capital equipment purchases in the United States.

Bell & Howell Signs Pact

Tokyo—Bell & Howell Co., movie camera manufacturer, has made arrangements to buy 20,000 iris diaphragm assemblies from Hattori Trading Co., a subsidiary of Hattori Watch Mfg. Co. here. Bell & Howell is supplying the firm with machine tools for their manufacture.

This Week's

Foreign Perspective

NOV. 24-30

London—A sharp fall in the London price for copper followed sooner on the settlement of the Rhodesian Copperbelt strike than anyone here expected.

In just about a week the cash quotation fell by about \$56 to under \$672 a ton.

There was a partial recovery but outlook remains unsettled. Purchasing executives here, however, won't be surprised if their copper costs them even less during the next few months, mainly because supplies from Rhodesia (Britain's chief supplier) are on the move again.

The outlook for aluminum and tin meanwhile is more bullish because fear of Soviet undercutting has largely receded.

Revival of stateside industrial demand has also tended to ease fears here of Soviet dumping on the commodity markets.

Nonetheless, experts feel that the last has not been heard of Soviet commodities. They maintain that Red trade policy is still based on a long term program of economic war with the West.

Stockholm—Sweden may soon be stepping up its trade with the Soviet Union.

Swedish businessmen who recently visited the Kremlin expressed belief that there is a large new market for chemical products and equipment in addition to Sweden's traditional exports to Russia of electrical equipment and other goods.

A spokesman for the delegation says the Russians particularly are interested in plastics and plant equipment for the manufacture of plastics. There also is strong interest in electronic computers and construction equipment.

In return, Sweden would step up its imports of Russian oil and oil products. Red pig iron would also be brought in.

The Reds emphasized that in any trade deal Swedish exports to Russia must be balanced by imports of Soviet goods.

Winnipeg, Canada—Evidence received here indicates Canada, which has been highly vocal in condemning the U. S. for the dumping of farm produce abroad, has been dumping such produce herself on world markets.

The Federal Agricultural Price Support Board said that it had reduced its stocks of whole frozen eggs by selling them at "a substantial loss" abroad.

A similar procedure was adopted to get rid of surpluses of dry skimmed milk. The milk was sold at "competitive prices" with those quoted by the U. S.

Officials declined to give particulars of either prices or quantities involved, because such information, if published, might give rise to complaints from other countries.

Wellington, New Zealand—The "trade winds" may be shifting in this British Commonwealth country.

Current plans call for a greater emphasis in New Zealand trade away from the British Commonwealth to the United States, Japan and possibly Communist China.

Reason behind the proposal shift: a sharp drop in sterling reserves brought about by the decline in world prices for the country's leading exports.

The export situation has been particularly aggravated by big price dips in wool and dairy products.

To right the unfavorable trade balance, this nation has already negotiated an agreement with Japan which will lead to an increase in the volume of trade between the two countries. New Zealand will sell more of its wool and beef to Japan. In exchange, Japan is expected to step up its exports of cotton textiles, machinery and prefabricated steel products.

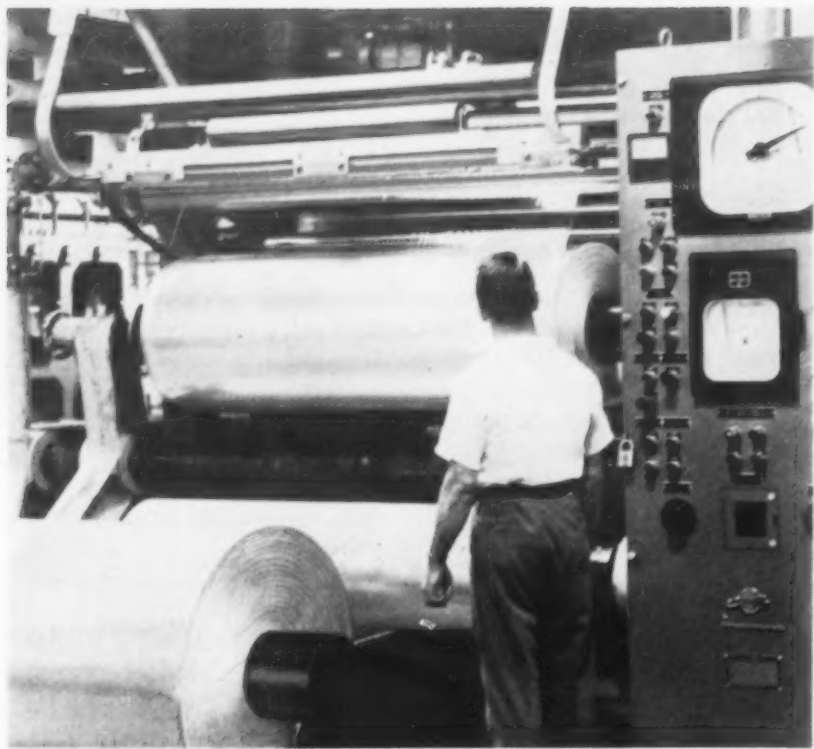
A trade mission is now also in Communist China exploring the possibility of greater sales of wool and dairy products.

Bonn—Germany has joined the United States and England in experiencing a mild textile recession.

Compared to the corresponding period in 1957, the sales of textiles in Western Germany dropped 7% so far this year.

According to the manufacturers, the drop in the volume of trade can be traced back to a Government policy designed to allow foreign textiles to be imported into Germany at a very low tariff rate. Opposing this, the Government says that Germany has paved the way for a "free but fair" trade by opening up her textile import markets.

Reason for the present slump, the Government says, is that other countries have not followed Germany's example by liberalizing their textile imports.



American Viscose Starts Cellophane Plant

Marcus Hook, Pa.—American Viscose Corp.'s response to increasing demands for cellophane packaging has begun production here. The newly built ultra-modern facilities soon will be on the way to 50-million lb. a year rated capacity. Photograph shows the cellophane being wound on rolls.

The plant, which also has facilities to produce polymer resin-coated films as well as standard types, was built to take advantage of what American Viscose sees as cellophane's bright future, including greater demand in such markets as baked goods, meats, produce, and processed foods.

Except for a few brief lulls, American Viscose points out, demand for cellophane has exceeded supply ever since the early thirties. The company says cellophane buyers in recent months have been "bolstering depleted inventories and increasing consumption."

Emerson-Western Buys Electric Motor Plant

St. Louis, Mo.—Emerson-Western Co., subsidiary of Emerson Electric Mfg. Co., has purchased the Colorado Springs fractional horsepower motor plant of Universal Electric Corp., Owosso, Mich.

W. R. Persons, president of the parent company, said extra motor capacity augments commercial operations in St. Louis and dovetails with operations of the Emerson-Pryne division in the Los Angeles area.

Monsanto Builds Plant To Produce Rosin Size

St. Louis—Monsanto Chemical Co. has started construction

on a Mersize production plant at Seattle to be in operation early in 1959. Mersize is a fortified rosin size used to give water resistance to paper and paper board.

The new plant will supplement production from the company's Baxley, Ga., and Montreal, Canada, plants. Plans call for the firm's organic chemicals division to ship rosin to Seattle for processing into paste Mersize for western paper mills.

New Formica Plant Producing Flakeboard

Farmville, N. C.—Formica Corp. has entered the particle board industry with a multimillion dollar plant capable of producing 40 million sq. ft. of flakeboard annually.

Formica, an American Cyanamid Co. subsidiary, designed the \$5.5-million facility as the largest and most fully automatic plant of its kind. The flakeboard will be used as a base for Formica's laminated plastics. Other uses will include furniture, cabinet doors, panels, and similar construction material including wall sheeting and subflooring.

Formica's flakeboard will use green pine lumber instead of the usual wood paste found in most particle board. The company claims its product will have a breaking strength of 3,500 p.s.i. compared with 3,000 for the conventional flakeboard now on the market.

Pittsburgh Plate Glass Buys Barium Reduction

Pittsburgh, Pa.—Pittsburgh Plate Glass Co. has acquired the assets of Barium Reduction Corp., South Charleston, W. Va. Columbia-Southern Chemical Corp., a wholly owned subsidiary of Pittsburgh Plate Glass, will manage and operate Barium Reduction.

Since Nov. 17, sales of barium chemicals and by-products have been handled by Columbia-Southern's sales staff.

Delta-Star Warehouse

Kansas City, Mo.—A new warehouse for insulators and lightning arresters has been opened here by Delta-Star Electric Division of H. K. Porter Company, Inc. The new location will provide fast delivery service to customers in Kansas City of St. Louis areas.



Commander Co. Adds Mobile Exhibit

Chicago—Commander Mfg. Co., manufacturer of production drilling and tapping tools, has joined a growing list of firms which are taking products to their customers for sales demonstrations.

Commander has fitted up a mobile demonstration room (pictured above) which makes the rounds of industrial firms with salesmen calling on purchasing agents and plant production officials.

The "crew" in the above shot consisted of district sales manager Jack Tully (center with microphone) and Sam Shaw, sales manager of Standard Industrial Supply Co. at Springfield, Mass. The attentive audience with Tully and Shaw included various department heads at the American Bosch Arma Corp. plant at Springfield.

In the World of Sales

Allerton J. McEwan has been elected vice president-sales of the **Rawlplug Co., Inc.**, New Rochelle, N. Y.

Sam Sisto has been made assistant sales manager, inside sales, at **Midland Screw Co.**, Chicago.

Ray C. Joschko has been promoted from Minneapolis district manager, **Merkle-Korff Gear Co.**, to sales manager of the firm's **Cup Dispenser Division**, Chicago.

B. G. Symon, formerly manager of Shell Oil Co.'s industrial products department, has been named general sales manager of the firm's subsidiary, **International Lubricant Corp.**, New Orleans.

Harry E. Knudson, Jr., has been advanced to general sales manager by **Federal Pacific Electric Co.**, Newark, N. J. He had been manager of the middle Atlantic sales region.

Robert E. Burke, New York district sales manager, has been assigned the new post of field

Enjay Co. Plans Addition To Service Laboratories

Linden, N. J.—Enjay Co., Inc., has announced plans to construct a 30,000-sq. ft. addition to its customer-service research laboratories here.

The new wing will be devoted to customer research and service on ESCON, the trademark chosen to market its polypropylene production. Expected to be completed before next fall, the plastics facility is described by a company spokesman as a plastic-products fabricating plant in miniature and will enable Enjay to assist its customers with product development and application problems.

New Bostrom Division Making Foam Products

Milwaukee—The Bostrom Corp. has formed a chemical division to specialize in making molded polyurethane foam products and integral foam-and-vinyl skin components.

Initially in production as construction components for the company's truck seats, Perma-thane, a polyester-type foam, now can be molded to exact specifications for furniture, luggage, instrument cases, auto accessories and seats, and other applications.

T. & P. Office to Move

Dallas—The Texas & Pacific Railway Co. plans to move its purchasing office from Dallas to Marshall to consolidate it with the general storekeeper's office. The consolidation will be completed before the end of the year.

Reichhold Plans Plant

Tacoma, Wash.—Reichhold Chemicals, Inc. has announced plans to build a phenol producing plant here. It will have a production capacity of 60 million lb. a year.

sales manager for **Handy & Harman**, New York.

Thomas Hartley has been named sales manager-Ucon refrigerators, **Union Carbide Chemicals Co.**, division of Union Carbide Corp., New York. He had been assistant to the sales manager, gas apparatus department of the firm's Linde Co.

C. Gregg Geiger has been promoted to general sales manager, **Dutch Brand Division**, **Johns-Manville**, Chicago.

Arthur H. Hansen has joined **Halvorsen Bearings, Inc.**, Brooklyn, N. Y., and San Juan, Puerto Rico, as sales manager. He formerly held the same post with **A & D Diesel Service, Inc.**

R. E. Batchelor, formerly vice president and manager of sales, has been made vice president and general manager of sales for the **Bovaird Supply Co.**, Tulsa. **W. J. Bovaird** has been advanced to sales manager.

Charles C. Snider has succeeded **William F. Johnson** as director of sales, **Consolidated Electrodynamic Corp.**, Pasadena, Calif. Johnson recently became director of the company's new sales engineering department.

J. L. Montgomery has been advanced to product sales manager, steel plant equipment, **Blaw-Knox Co.**, Pittsburgh.

George Bransom has moved up to sales manager, **AiResearch Industrial Division**, the **Garrett Corp.**, Los Angeles.

John W. Bodwell and **Robert T. Harvey** have been appointed assistant general managers of sales for **Joseph T. Ryerson & Son, Inc.**, Chicago.

PURCHASING WEEK

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UNIONDALE PRECISION REPAIR SERVICE CO.
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Plastics Exhibit Pushes New Sell

(Continued from page 1)
versions of old ones.

The exposition provided plenty of examples of this, with three of the newer plastics—polypropylene, Lexan and Delrin—demonstrating they are about to come of age.

In terms of machinery and equipment, the show highlighted a trend toward automation and still higher production speeds. Vacuum forming and drape forming machines now come highly mechanized (Atlas Vac-Machine Corp., Auto-Vac Co.). Injection molding machines in the small sizes are fully automatic (Standard Tool Co., Lester-Phoenix, Inc.). Compression molding machines are getting bigger (Automatic Molding Machine Co., B.I.P. Engineering Ltd.).

Out of Talking Stage

Polypropylene, as exhibited by Italy's Montecatini Soc. Gen., has moved from the talking stage to the point where U.S. fabricators are turning out intricate valves, gaskets, gears, and tanks. Emphasis now is on developing applications where Montecatini's Moplen can compete cost-wise with nylon and cellulose butyrate. Some 30,000 lb. a year are being imported by the U.S. marketer Chemore Corp.

Two big U.S. producers also talked about their plans for polypropylene. Hercules Powder Co.'s Profax is commercially available from a 20-million lb. per year plant. Spencer Chemical plans releasing development quantities of the material from a pilot plant sometime next year. A full-size commercial plant is expected in 1960. Spencer also is thinking in terms of consumer goods for applications where the polyethylenes won't work and nylon is too expensive.

Lexan in Small Quantities

Lexan, General Electric's polycarbonate plastic, announced a year ago is now available in pilot-plant quantities. G.E. can ship as much as 1,000 lb. a month to single customers. In 1960 a full commercial plant will go on stream. Development work has indicated applications for the tough, heat-resistant material in such products as business machines, automobiles, appliances, and fasteners. It also looks hopeful as a replacement for brass and zinc die castings. Right now Lexan is pegged at \$2.50 a lb., but G.E. expects its eventual price to be around \$1.00.

Delrin Production Next Year

Delrin, DuPont's newest entry into the plastics sweepstakes, is available only in development quantities with full-scale production slated for next year. Eventually, DuPont expects Delrin to match nylon in production. Applications closed to nylon because of price are a prime target for the material. But the biggest market is expected to be as a replacement for aluminum, zinc, and brass die castings. With its present price of 95¢ a lb. it is more costly than the metals. DuPont says it pays off, though, when the finished casting is costed because little or no finishing is needed.

Elsewhere at the show many exhibitors were offering new ver-



Who Was Who in Last Week's Picture Spread

Correction: In a picture story published last week, "Learn to Know Your Suppliers by Visiting Their Plants," (P.W., Nov. 17, pp. 12 and 13), a paragraph identifying the source of the material was inadvertently dropped. It stated:

"The pictures . . . illustrate some of the points a purchasing executive should take into account when he makes a survey of a potential vendor's

plant. They were taken at Allen Mfg. Co.'s new plant in Bloomfield, Conn. The purchasing executive is William MacDonald. Allen's president is Malvern Mather, and Willis Horner is vice president and sales manager."

The picture above was the lead picture in the presentation and shows purchasing agent MacDonald, left, checking with president Mather.

Price Changes

Carbon Products—Carbon and graphite electrodes, graphite anodes and miscellaneous products have been boosted in price an average of 5% by the National Carbon Co. Graphite electrodes, 20-in. dia. and 78 in. long are \$26.50 a 100 lb., up \$1.25.

Nitrate of Soda—Allied Chemical Corp. has cut nitrate of soda tags by \$4.25 to \$4.75 a ton to \$40.50 a ton for bulk quantities and \$44.50 a ton for materials packed in bags. Depressed foreign nitrate tags are reported responsible for the reduction.

Petroleum Products—Increases of up to 1/2¢ a gal. have been made by Socony Mobil Co. for kerosene, light fuel oils, and diesel fuel oils along the Eastern Seaboard. It puts New York harbor barge kerosene at 10.7¢ a gal. and No. 2 fuel oil at 10.2¢ a gal.

Textiles—Three major mills have boosted cotton flannelette by 1/2¢ a yd. above opening 1958 delivered prices. New tags for 36-in.-wide flannelette, Sanforized, range from 24 3/4¢ a yd. to 32 1/2¢ a yd. The prices apply to April-September deliveries.

Quotes for unfinished broadcloth rose about 1/4¢ a yd. for early 1959 delivery.

Gasoline—Wholesale tags of gasoline from Long Island through Portland, Me., were off 1.4¢ a gal. to 1.8¢ a gal. last week. The reinstatement of a 1.5¢ a gal. voluntary allowance on Long Island dropped wholesale tags to 14.4¢ a gal. East Boston tags are now 12.6¢ a gal., and the Portland, Me., price is 12.9¢ a gal.

Silicon Diodes—Hoffman Elec-

tronics Corp. has cut the tags of its silicon diodes. Lots of 1,000 diodes are now 45¢, down from \$1.05.

Corrugated Containerboard—Major producers have boosted tag of corrugated containerboard from 5% to 10%. The boosts vary depending on specific products.

Tin Cans—Under a new pricing policy, the American Can Co. will use separate f.o.b. prices at each of its 68 plants. Up to now the firm divided the nation into 2 pricing districts and sold at the same average price within each. New policy means price reductions for most buyers.

Brake Fluid Mixtures—Methyl ether mixtures (momo, di, and tri propylene glycol) utilized in brake fluids are up 2 1/2¢ a lb. New tags are effective now for spot buyers, Jan. 1 for contract buyers.

Adding Machines—The Victor Adding Machine Co. has made cuts ranging from 9% to 31% on its lower priced line. Reduction is attributed to improved production and sales efficiency.

Court Rules 'No' on Plan For Steel Firms' Merger

(Continued from page 1)
totaling nearly \$3 billion.

Weinfeld said a merger would eliminate substantial potential competition between the companies, also eliminating a substantial independent alternative source of supply for all steel consumers.

The judge concluded: "There is reasonable probability that the merger of Bethlehem and Youngstown would be in violation of Section 7 of the Clayton Act, substantially lessen competition, and tend to create a monopoly in the iron and steel industry."

Standards Pushed As Cost Cutter

New York—Purchasing men tried to drive home the money-saving angle of standardization at the American Standard Association's ninth annual conference here last week.

A "How Standards Make Money for My Company" panel, designed especially for purchasing agents, covered a variety of proven examples explained by men who made standardization pay off.

One of the most convincing examples was cited by Freeman B. Hudson, Jr., purchasing agent for American Cyanamid Co.'s plastics and resins divisions.

A check with the technical department produced "no clear-cut answer," he said, on why a specially ground type of inorganic chemical was needed in one of American Cyanamid's fairly substantial volume operations.

Standard Product Just as Good

Hudson said subsequent evaluation determined that the standard product was just as good in all respects as the special — at a 6¢ a lb. saving for a total of \$30,000 the first year.

A. S. A. President H. Thomas Hallowell, Jr. quoted even heftier facts and figures in his address at the opening session of the two-day conference. A survey conducted among more than 2,000 industrial corporations indicated more standardization could save the American economy an estimated \$4 billion annually. He cited a business machine manufacturer's savings of \$500,000 on an \$80,000 standardization expenditure, and an electronic equipment firm which pocketed \$125,000 after spending only \$24,000 on a standards project.

Participating in the N.A.P.A.-sponsored purchasing-standards panel in addition to Hudson were Thomas F. Griffin, general manager of purchases for Worthington Corp.; P. P. Heaney, purchasing director at De Jur Amsco Corp., and Alfred Gastler, stock control bureau manager for Consolidated Edison Co.'s purchasing and stores department. Six standards executives for major corporations also gave examples of standardization benefits at the purchasing panel. William H. Old, director of purchasing for Babcock & Wilcox, presided.

Accent on Simplicity

In illustrating how Worthington Corp. benefited from standardization, Griffin used an impeller pump as an example which he described as "simplicity in itself, like so many other standards after they have been developed."

By the rather elementary expedient of making an impeller oversize in the rough-casting state, Griffin said, it ultimately can be machined down to make 45 different finished impellers. Until this procedure was adopted, Worthington maintained a stock on 45 impellers, each a different size.

For De Jur Amsco, camera lenses, as the largest single item of camera cost, became a natural for standardization investigation. Heaney told how simplification of a lens helped reduce the 1947 average 8mm camera cost from around \$75-\$100 to as low as \$32 for the same model today.

Purchasing Perspective

NOV. 24-30

(Continued from page 1)

- Ban on state right-to-work laws.
- A moderate labor reform bill, limited to establishing free elections of officers and public scrutiny of union funds.
- A higher minimum wage, specifically \$1.25.
- Special federal aid for depressed areas to relieve large segments of unemployment.

Out on the industrial firing line, in contract negotiations, unions already see increasing pressure for wage increases and shorter workweeks in 1959. Steel, of course, will be the big one to watch; and with the verbal skirmishing already underway from both sides, first half purchasing plans must certainly take into consideration the possibility of steel labor trouble. The head of one of the biggest steel producers vowed only last week that come next June "there will be some tough bargaining by the companies."

Trend-leading indicators watched closely by most purchasing economists continue to point to steady improvement in the nation's economic picture. The rolling upward trend is being sustained by long-term boosts in new incorporations and industrial stock prices. Only heavy construction awards have showed a significant downward trend.

Machine tool builders who said October was a good month were not kidding. Net new orders for metal cutting machinery jumped 37%. Both domestic and foreign purchases contributed to the improvement, best monthly showing since March.

Tool industry leaders, meanwhile, noted with interest the production paradox which was one of the major findings of McGraw-Hill's five-year inventory of metalworking equipment. The inventory, just completed by the publication American Machinist, shows that as a result of automation, there are 235,000 fewer machine tools in the U. S. today than five years ago.

Of the tools in use, three of five are over age (more than 10 years). Yet, since 1953, productive capacity has increased 40%.

The inventory, based on a projection from reports received from 5,560 plants, lists two major factors. First is the increasing use of multi-station machines, which replace anywhere from two to more than 100 smaller machines. The second is the continuing decline in machines more than 20 years old—down to 16% today compared to 19% in 1953.

Purchasing Downgraded; Missiles Plan Suffers, Air Force Warned

(Continued from page 1)

Aerojet-General, producer of the Titan's rocket engine.

Hearings of the House Government Information Subcommittee produced the first public version of the Air Force report which now has become a major new issue in a long-simmering dispute between Congress and the Administration. The controversy involves reluctance of the Administration to release to the lawmakers various government documents prepared for internal use of Administration officials.

The General Accounting Office, independent of the executive branch and operating under Congress' aegis, had tried to get its hands on the Air Force inspector general's report since last June in its own ballistic missile program investigation. But the Air Force refused to turn the report over to G.A.O., arguing that its contents concern the Air Force's "internal management" and that "public interest would best be served by not releasing" the report.

The House Government Information Subcommittee, headed by Rep. John Moss (D-Calif.) later jumped into the controversy. The Air Force, under Congressional pressure, finally released to Moss' committee and the G.A.O.

a 35-page summary of the inspector general's full 61-page report.

Criticism of contractor purchasing operations is one of the few important points made in the summary. For the most part, the comments are generalized and omit details which both G.A.O. and Moss believe are most significant to the investigation of the ballistic missile program.

The report says Martin's Denver plant was surveyed in November, 1957 and last January by Air Material Command Headquarters at Ogden, Utah. Martin's top management was instructed "on the need for an effective purchasing system."

Similarly, A.M.C. headquarters at San Bernardino, Calif., surveyed Aerojet's plant facilities while A.M.C.'s San Antonio regional office inspected Convair's plant. Without enumerating them, the report says "60 deficiencies in (Aerojet's) purchasing system were found." And "similar deficiencies" were found at Convair.

The abbreviated report also states that some of the major missile contractors have failed to "attract personnel of the highest caliber" for purchasing work.

As a result of downgrading the purchasing function, the re-

port says, there have been faulty procurement practices. In some cases, contractors' engineering units subcontracted work directly with little coordination with their own purchasing departments. Subcontractors later became "delinquent" in performing the work because of the prime's failure to "follow up and control."

Lack of adequate coordination, said the I.G.'s report, resulted in "changes often made to existing work requirements, incurring costs without proper authority."

'Only One Side,' Convair Says

(Continued from page 1)

using limited overtime only in special areas."

Dempsey also declared that the inspector general's report was several months old and many of the conditions criticized now have been corrected.

The Convair official stressed that there was no connection between the Air Force report and Convair-Astronautics Division's recent dismissal of a number of purchasing agents. Dempsey said some Convair personnel were discharged because they "used incredibly poor judgment in their relation with subcontractors and suppliers" by accepting "small gifts from those with whom they were doing business."

Output Raise Hits Jobs; A.F.L.-C.I.O. Voices Alarm

(Continued from page 1)

grams, and reduced taxes to middle and lower income brackets.

The labor organization contends that persistent high unemployment, rising profits attendant with productivity gains, and stock market speculation may slow down and possibly even end the business pickup unless such counter steps are taken.

While spotting some slackoff in productivity gains later next year, the labor economists also see the unemployment problem remaining throughout much of 1959 unless there is remedial action. The A.F.L.-C.I.O.'s latest monthly report on economic trends notes that production has recovered about 75% of the recession drop but only a 25% recovery in job losses.

The report estimated productivity gains for 1959 will run about 5 to 7% in terms of output per manhour.

World Commodity Prices Scrutinized at Parley

(Continued from page 1)

national foreign trade convention that the U.S. should try harder to keep international commodity prices steady. Trade experts from Latin America, Canada, and Australia called on this country to open up more markets and temper import restrictions on commodities such as lead, zinc, butter, wool, and other items vital to small nations' economies.

A New York banker, John J. McCloy of Chase Manhattan, urged the U.S. to face up to the moves of European, Middle East, and Latin American countries to unite in common markets and similar regional trade integration moves. The U.S. is pricing itself out of many export markets, McCloy charged.



WAGES HAVE OUTSTRIPPED PRICES since 1946, William C. Stolk, president of American Can Co., shows on chart at press conference.

Canco Tag Cut May Dip Prices In Industry; Reductions Due Jan. 1

(Continued from page 1)

Stolk said his "revolutionary" approach to can pricing will mean two basic and far-reaching changes:

- Every can will be priced in more direct and closer relationship to the process and the differing costs of raw material and labor involved in its manufacture.

- Each type and style of can will have a separate f.o.b. price at each Canco plant. This is in contrast to the previous policy of having two general pricing areas dividing the country, east and west of the Rockies.

Stolk said this policy will result in approximately 50,000 individual prices, most of which will be lower. He added that "this will mark the first time in my recollection that any can prices have been cut voluntarily by a can company as the direct result of economies it has been able to achieve."

Canco's eight coil-processing centers, established at an investment of \$32 million, utilize tin and steel plate delivered in coil form which permits American Can to do the cutting, stacking and sorting operations formerly performed at the steel mills.

Increases Less Than Wage Hikes

In comment on Canco's sudden move, Gen. Lucius D. Clay, board chairman of Continental Can Co., stated that Continental "has always been competitive in its pricing . . . and in fact, has only recently announced prices which do not fully recover increased wages and steel costs." Continental proposes "to remain competitive in its pricing policies and to avoid . . . to the fullest extent consistent with competition any discrimination in pricing," Clay said. "It is fully competitive cost-wise and intends to remain so."

McGraw-Hill Indexes

| | Latest Month | Month Ago | Year Ago |
|--|--------------|-----------|----------|
| Basic Chemicals Price Index | 111.2 | 110.5 | 111.1 |
| Chemical Week | | | |
| 1947 = 100 | | | |
| Construction Cost Index | 774.1 | 775.2 | 737.0 |
| Engineering News-Record | | | |
| 1913 = 100 | | | |
| Electrical Materials Cost Index | 111.5 | 111.5 | 111.4 |
| Electrical Construction & Maintenance | | | |
| November 1951 = 100 | | | |
| Metalworking Products Price Index | 155.8 | 155.8 | 154.7 |
| American Machinist | | | |
| 1947 = 100 | | | |
| Non-ferrous Metals Price Index | 178.0 | 168.3 | 172.5 |
| Engineering & Mining Journal | | | |
| 1922-24 = 100 | | | |
| Petroleum Refinery Products Price | | | |
| Averages Index | 90.4 | 91.9 | 97.3 |
| National Petroleum News | | | |
| January 1957 = 100 | | | |
| Plant Maintenance Cost Index | 169.4 | 169.1 | 167.7 |
| Factory Management & Maintenance | | | |
| 1947 = 100 | | | |



Melvin C. Holm, Vice President and Treasurer, Carrier Corporation

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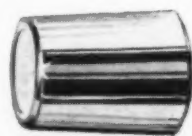
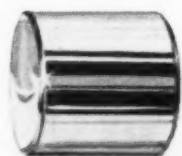
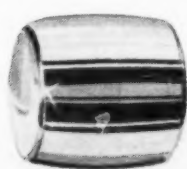
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